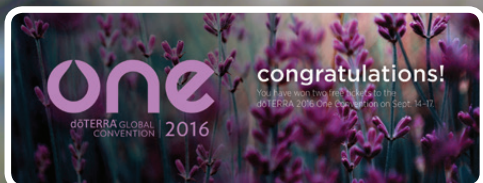


# LEADERSHIP



## Convention Ticket Giveaway!

Check inside on page 13 to see if you have won two free tickets to the dōTERRA 2016 One Convention on Sept. 14-17

## New Presidential Diamonds – 4

Walter & Melody Watts

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### 4 NEW PRESIDENTIAL DIAMONDS Walter & Melody Watts

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# Congratulations on Reaching Presidential Diamond Walter & Melody Watts

MERIDIAN, IDAHO, USA



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

**Melody:** Walter quit his job within a month of us getting married. Two months after we got married I hit Blue Diamond, so I was working hard and traveling a lot. He needed to be home to take care of the house and my kids while I was gone, so that transition happened really quickly. Before, as a single mother, my parents and my siblings helped watch my kids. Then my mom died in a car accident and my dad moved away, and my family needed a break. They were there for me when I needed them, but after I married Walter he was the one who was able to be there for my kids.

Also, I have Lyme disease, so I have a lot of down days and Walter takes care of me. It took me a little more than two years to hit Presidential Diamond, and my health was up and down a lot during those two years. When I felt good, I would go hard. When it wasn't good, I had to be down, sometimes for weeks. With Walter here, I have a little more balance.

**Walter:** I help run the household and try to lighten Melody's burdens so she can focus on her gifts and strengths, which propels our business to move faster. I'm in the process of learning more about the business so I can teach and mentor others more effectively. As I get more engaged, we'll be hiring people to help take care of some of the things that I'm currently doing in the home.

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

**Melody:** I would say that being a Presidential Diamond is way easier than being a Diamond. As a Diamond, you're still holding it all together. As a Presidential Diamond you have to mentor and inspire, pull leadership out of your leaders, and get them to discover their own dreams, but it's way more rewarding and you don't have to work as hard. I'm never going to stop sharing

dōTERRA and mentoring builders, but when you hit Presidential Diamond people are leading their own teams now. I'm there to be the grandma and support them, but I can go out and pursue my own leaders again as we aim for Double Diamond. My advice is to push for Presidential Diamond because it's way easier than staying at Diamond.

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

**Melody:** I never want to stop seeing the light bulb go on for people and see them feel empowered with the oils. That empowerment makes people feel encouraged and motivated, and it never gets old. I don't do what I do because of the paycheck. I do what I do because it's my life. I'm sharing my gift and I have no intention of ever stopping.

## How has this business changed your life?

**Walter:** dōTERRA has allowed me to uncover gifts I never knew I had. It's allowed me as a parent to cater to my kids and be there when they need me instead of being tied down to a job. It's a blessing to be able to be there for them at any moment whether it's a sporting event or a school event. dōTERRA provides that flexibility. As I've looked at how the leadership of dōTERRA is so approachable, kind, good, and inspiring, I've been inspired to live my life's purpose.

**Melody:** Saying it's a dream come true doesn't even do it justice. The financial blessing has been unreal. I would be on disability if it weren't for my dōTERRA business since my health doesn't allow me to get out of bed every day. Instead, I get to pick my own hours and have the flexibility to take time off to spend time with my kids. It's been a vehicle for me to discover my authentic gifts, share them with the world, and live my life's purpose in the way I feel like I was designed to live it. The leadership and mentoring skills I've learned I use as a parent and it's made me a better mother. It has enhanced every aspect of my life. 💧



## Presidential Diamond Tips

**Put in the work.** "You have to be willing to put in the work. You have to keep mentoring and stay in the trenches with your team. Build with them and work side-by-side."

**Develop new skills.** "It's possible to build someone to Silver, but you can't build six people to Platinum. You have to develop new leadership skills to be able to influence others and inspire them to lead themselves."

**Build leaders.** "We had to help our leaders switch from a mindset of part-time to full-time and teach them how to be leaders. We did that by helping them understand and clarify what their goals are."

**Find their dreams.** "You can't tell people what their dreams and goals are; you have to pull it out of them. It has to be their idea if you want them to perform at the level of leadership they need to go Diamond and beyond."







“This has changed my life by increasing my hope. When you walk around in a consciousness of hope, you don’t focus on anything negative. You focus on the positive.”  
~Joel

NEW dōTERRA DIAMONDS

Joel & Fay Epps  
TARZANA, CALIFORNIA, USA

# Mission of Wellness

“dōTERRA has provided me a community of support that allows me to be more confident to share my message of wellness.” ~Fay

Joel and Fay Epps have been married for 34 years. Fay has been a nutritionist and holistic health coach for 30 of those years. They had worked together in a business in the 80s, and a few years ago were looking to start doing so again. Their plan was to develop a website and mobile app to help teach people how to live a wellness lifestyle, and they were looking for a product that they could incorporate into that business. Joel says, “Then we just happened to come across dōTERRA at our gym.”

Joel had had several failed attempts at network marketing companies before, so when he told Fay about dōTERRA her first reaction was, “Here we go again.” She was resistant for a while, but their future upline, Stacy Paulsen, signed up for Fay’s health coaching program and developed a relationship with her. As Fay grew to trust Stacy, she agreed to give dōTERRA a try. Once she tried

the product, Fay quickly fell in love and couldn’t stop talking about it. Fay and Joel then attended convention, and their belief in the company was cinched.

Working together has been a fun and stretching experience for them. Joel is the risk taker, and Fay is often more cautious. Joel says, “The crux of working together has been trying to find a good balance to be able to get the benefit from our differences as opposed to always being in conflict.” Fay adds, “As we’re growing individually, we’re also growing within our relationship. Our dōTERRA journey has been about challenging each other and moving forward to find a resolution instead of letting our differences paralyze us or hold us back.”

Because Joel and Fay already had a vision of spreading the message of wellness long before they were introduced to dōTERRA, the business fit naturally into

their lives. Fay says, “Helping people feel better, happier, and healthier is who I am. It’s so easy for me to talk about dōTERRA and to share it, because its mission aligns with ours. We believe that through education and support, making this world a better place is possible.” They knew that with the support of dōTERRA, it was only a matter of time before they succeeded.

“Whether dōTERRA was here or not, we would still be helping people feel better,” Fay says, “but it’s just so beautiful to partner up with a company that believes what we do and have this community of support to be able to do this important work and provide others the same opportunity. Sometimes I have to pinch myself because I’m getting paid for something that I was doing for free.” For them, it’s not about the money, but the impact. Fay says, “Affluence to us only means a bigger influence that we can have on the world.”

## S U C C E S S   T I P S

### CHECK YOUR BELIEF

“Be conscious and mindful of the power of your thoughts to create your actions and how that shapes your reality.”  
~Joel

### THE PATH IS THE SAME

“The actions are the same for reaching Elite, Silver, and Presidential Diamond. The only difference is the way you do it and your belief.”  
~Fay

### EMBRACE LEADERSHIP

“Be willing to lift other people up. Once you’ve mastered sharing and enrolling, it becomes about learning how to be a leader and build other leaders.” ~Joel

### LET GO OF PEOPLE

“Discern where their beliefs and skills are. Listen to them and accept where they are. Just because someone says they want to do this doesn’t mean they’re going to.” ~Fay



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



## ■ Dr. Knut &amp; Christy Feiker

BAYSIDE, WISCONSIN, USA

# Fruition of Purpose

Dr. Knut Feiker met Rod Richardson at a networking group, and Knut and his wife, Christy, started using essential oils. They continued to do so for about two years before they became interested in the business. Knut is a chiropractor and Christy is a midwife, and they both had always dreamed of helping families live a more natural lifestyle. Knut says, “dōTERRA has fulfilled that desire and goal in a way that we had no idea was even possible.”

When they first reached Elite, they didn’t even know what that was. Christy says, “I was just excited to share oils with people and start a business. I didn’t look at numbers, structure, or rank.” Then they attended convention and saw people walk Diamond, and knew they wanted that too. As they got closer to achieving Diamond, Christy was motivated to replace her midwifery

income so she could have more time freedom to spend with her children. “Midwifery is a huge time commitment. You’re on call 24/7. You go to bed with your phone and you can’t go on vacation. dōTERRA has given me a greater ability to be more present with my kids.” Knut adds, “Christy has given our children an opportunity for a family-centered and focused life, and I think dōTERRA has enabled us to continue that lifestyle.”

This last year, Knut has cut back on his chiropractic hours and hopes to soon be able to join Christy full time in dōTERRA. Though they started the business together, Christy has taken on the primary leadership role and Knut is working to become more and more involved. They had to balance learning how to work together and taking care

of their family with their new business. Christy says, “It’s been a huge lesson in our relationship. I feel like dōTERRA has made us grow.”

Today, they are motivated to see their leaders become Diamond as well. Christy says, “Watching them shine and supporting them along the way is the most exciting aspect of dōTERRA.” She’s also grateful for how her belief has grown through this business. “It’s made me have to be accountable to my beliefs on a daily basis. My awareness is greater in terms of what my upper limit is and how willing I am to make the necessary changes within myself.” Knut adds, “It’s easy to fall into the monotony of life and not challenge yourself into what your potential and true mission is. dōTERRA has allowed us to bring our purpose into fruition.”

## CREATING A BELIEF IN THE COMPANY

**ENGAGE.** “I initially thought network marketing companies were all about sales and filled with people who were just interested in making money. I think the most helpful thing for that is engaging with the leaders in this company.”

**SPEND TIME.** “The more time we spend with the owners of the company, the more I am astounded to learn about their moral background and the vision they have. This is a company that is seeking to make the world a better place.”

**PARTICIPATE.** “Participation is huge. Go to your local corporate events. Surround yourself with other people who have attained a level of trust and belief in the product and in the company. That is going to give you more than you can even imagine.”



“dōTERRA has given us a feeling of community, family, and connectedness.”  
—Christy





## Carol Holtz

SPRING HILL, TENNESSEE, USA

# A GRASSROOTS BUSINESS

**“Align yourself with people of integrity who are likeminded with you.”**

Since Carol Holtz had already been involved in seven other network marketing companies before being introduced to dōTERRA, she insisted that she was just going to use the essential oils but she would not do the business side. A few months later, she was surprised to have people signing up under her, and about a year later was Silver. She says, “I realized I had to pay attention to this. This was serious. I was starting to make money.”

When she first enrolled in dōTERRA, Carol was working three other part-time jobs to make ends meet. Her dōTERRA business grew naturally as she was busy working these other jobs as well. She says, “It was honestly just a grassroots level thing. I shared with people as I saw a need and then helped those people learn what they were doing, then helped them learn to share as they saw a need, and that’s how it grew.” Before she knew it, she saw that she could reach Diamond.

She always tells people that there is no magic formula for getting to Diamond; it’s

just a matter of loving people and building relationships. She’s learned along the way that not everyone is motivated the same way and she’s had to discover how to do things differently for each of her team members. She tries to make sure to really get to know them through get-togethers that have nothing to do with the business. Carol says, “I’m teaching my builders to build relationships by teaching, loving, and helping others. A lot of that is just being intentional about what you do. Learning what works for my team has been the hardest and most rewarding part about this business.”

As her business has grown, Carol has been able to drop off each one of her three part-time jobs so that now she is only doing dōTERRA full time. She says, “For the first time in my life as a single woman, I’m living comfortably. I’m not constantly worried about where my money is going to come from. At the same time, I’m watching those that I love and care about experience the same thing.” She’s grateful not just for what this has done for her, but what it’s done for her loved ones as well. “I love that I never have to go back and work for someone else, and I’m able to watch as families are changed because of the use of our oils.”



**“My recipe for success is that I run every decision through God. I step back, discern what He’s trying to tell me, and then follow that path.”**

## STRUCTURING FOR SUCCESS

**INVEST IN THE INVESTORS.** “Run toward those who are running toward you. Invest your time in those who are willing to invest time talking with and being with you. When I first enroll someone, I make it known ahead of time that I will give them as much time, effort, and energy as they give me.”

**TRAIN CONSISTENT BUILDERS.** “I tell new people that if they tell me they want to build the business, to me that means you are consistently ordering 100 PV on LRP, you are consistently scheduling and giving classes and one-on-ones, and you are at every training and class that you can possibly be at.”

**GROUP FRIENDS TOGETHER.** “I have encouraged my team to have a family leg, a church leg, a soccer team leg, etc. Try to group people together as much as possible so they’re not vying for the attention of the other people they know together. I’ve seen that work really well.”





# dōTERRA LEADERSHIP RETREAT 2016 UPDATES

## New Products



TerraShield® reformulated with Arbovitae, Nootka, and Tamamnu oil in a 30 mL spray bottle.



Deep Blue® Rub is now available in a 1 liter pump bottle.



Reveal Facial System beads are being replaced with bamboo silk beads to be more environmentally friendly.

## DAILY DROP

### Daily Drop App

Made available this spring, this app sends you a daily video to help you learn more about our products.



## Incentive Trip 2017

Cancun Qualification period: Feb. 1–July 31.



dōTERRA | mexico 2017

## New doterra.com

has combined all dōTERRA sites into one convenient location.



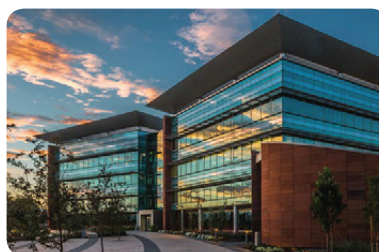
## 2015 Milestones

# 1B

dōTERRA hit \$1 billion in revenue, and had the first \$100 million month.



The US alone became a \$1 billion market.



dōTERRA became 100% debt-free.



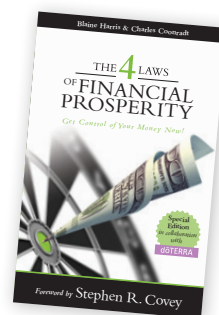
## dōTERRA One Convention 2016

For information on the dōTERRA One Convention 2016 visit [doterraONE.com](http://doterraONE.com).

# FREE TO Give dōTERRA

## Free to Give™

An exciting new program designed to help Wellness Advocates become financially responsible launched March 1. A special dōTERRA version of the book *The 4 Laws of Financial Prosperity* is available for purchase. Find out more at [doterafreetogive.com](http://doterafreetogive.com) or email [freetogive@doterra.com](mailto:freetogive@doterra.com).



As of February 2016, no returns will be issued from the 13th–15th of the month.



If you see a dōTERRA One Convention insert: Congratulations, you've won!

If not: Sorry, please try again.



## John & Caroline Lee

THORNTON, COLORADO, USA

# A Life of Greatness

After a bad experience in a different network marketing company, John Lee was not interested when his brother and sister-in-law, Justin and Tahna Lee, got involved in dōTERRA. Then, Justin quit his job to do dōTERRA full time, and John's interest was piqued. After talking to Justin about it, John realized how much he wanted the same time and financial freedom his brother had, and he agreed to join Justin in the business.

Because John was busy with his job, his wife, Caroline, was the one who started building the business in the beginning. First they had to learn what an essential

oil was. But, once they met Dr. Hill and saw how the oils were able to change lives, the business really started to happen for them. Caroline says, "We decided to do this business for real instead of poking and kicking our feet and saying we were going to do it. That was a huge turning point for us."

They hit Silver without knowing what it was after their upline did Diamond Club, but after their experiences with the essential oils motivated them to commit more fully, they decided it was time for John to quit his job. Caroline says, "We realized that his job was our

safety net, our plan B that was keeping us from going forward, so we decided to take the plunge." They were not-very-solid Golds when he quit, and they had to live off of savings and cashed in their 401k, but they knew they needed the motivation to really go for Diamond.

John and Caroline have since learned the importance of working with people who want to work with them. Caroline says, "We now only build with those who want to build and we match their effort. Doing otherwise will only cause heartache. Be patient and find that builder, then run with them and show

"Any time this business feels hard, things don't go the way I'd planned, or people aren't behaving the way I thought they would, I remind myself it's a test of my leadership ability. If I can embrace it and think of what I can do to learn and move forward, it makes it a little bit easier."  
—Caroline



## PRIORITIZING FAMILY

them how much you believe in them. It's so much easier."

Now that they have bought into the mission of dōTERRA, they know that they are far from done. John says, "We're not at the top of the mountain yet." Caroline adds, "We've just scratched the surface of that mission with hitting Diamond, so I don't think we'll ever stop." They're grateful for the security dōTERRA has given them, and the opportunity for both of them to be fully present in their children's lives.

Their lives have now surpassed what they thought possible. Caroline says, "I was content to live in this little bubble of what I thought I was capable of. I think one of the greatest rewards of this business is I get to see outside of that and realize that there are so many other things that I can do and achieve." John adds, "We were content with a life of mediocrity, and now we have the opportunity to have a life of greatness."

**Rely on Strengths.** "When John quit his job, it was hard to define who was going to do what in the dōTERRA business. We realized that he doesn't need to be me and I don't need to be him. We can rely on each other's strengths as the platform for us to jump off of." —Caroline

**Provide Value.** "I learned how to do everything so that I could be of value to our team, even though to this day Caroline does most of it better than I do. We had to grow and I was the missing link to help us get to the next level, and it's OK that my wife is better at some things than I am. I can still provide value and help our team grow." —John

**Be Present.** "Because I was the only one doing the business in the beginning, I struggled with keeping the balance between dōTERRA, our family, and my other commitments. I felt like I would always be at one thing and wish I was at the other. I always felt torn. I had to learn how to separate that and be 100 percent present where I am." —Caroline

**Own Your Time.** "Family is a priority for us, and we can keep it that way because we own our schedule. If you're willing to take ownership of the time that you have and be really diligent about scheduling it, then you're free. Then you have control of your time." —John

"The real work is seeing the potential in your team and helping them recognize the greatness that resides in them. When you learn how to do that, the sky is the limit."  
—John







James & Christine Payne

SARASOTA, FLORIDA, USA

# Burn Your Bridges

**“The more we teach this and the more we empower people, the more exciting it becomes.”**

—Christine

Christine Payne was involved in another network marketing company for 17 years. It was there that she got to know Mark Ewen and Christian Overton, who later introduced her to dōTERRA. The first time they told her about it was three and a half years before she actually got involved. Mark approached her again after the company opened the market in her home country. Christine was still reluctant to leave the company she had been loyal to for many years, but her husband, James, was actually looking for something different in his life. Once he saw how passionate Mark and Christian were about dōTERRA, he told Christine, “I’m going to do it and I would love for you to come along.”

A month later, they both quit everything they were doing and started dōTERRA from scratch. Christine says, “We burned all our bridges and cut all our income. We had no choice but to commit. If we weren’t committed to making mistakes and figuring it out, then we probably wouldn’t have survived our first little bit.” It was tempting sometimes for one of them to go get a job, but they knew they had to push through it. James says, “There is fear and doubt that comes with any major decision that you commit to. We just had to stay the course and it just happened.”

They grew to Platinum sooner than anticipated, and then stayed there for a year, wondering if Diamond would ever come. James says, “People were looking at us thinking, ‘If they can’t get to Diamond, how are we ever going to do it?’ So we had to show people in our organization that it was possible.”

Though they were financially driven to succeed at first, today the Paynes feel driven by a greater purpose. Christine says, “I believe that there are only three motivators: financial, recognition, and purpose. We’ve gone through each of those at different points in our business, but now we’re motivated by how many people we can help.” James adds, “It’s not about the money, it’s what you can do with the money. We’ve been nourished, our needs are met, and now we want to help other people who are starting out where we did.”

They can now say that taking the leap into their dōTERRA business was worth it. James says, “I think everything in our journey and our path has brought us to this place in our life.” Christine adds, “I never thought I would go to another company than the one I was at before and yet I feel like this new experience has allowed me to be a better person.”

## DIAMOND TIPS

### Keep trying.

“Become a system of learning, trying new things, and making mistakes until you become a master of confidence.”  
—Christine

### Have fun.

“You can’t control all the variables in life and in business, so just have fun and enjoy the journey.”  
—James

### Be an influencer.

“You want to be an influencer, someone who empowers, supports, and creates amazing relationships.”  
—Christine

### Embrace it.

“If you’re open to growing personally then you’re going to learn a lot along the way. Embrace it and be committed to the process.” —James

### Share from the heart.

“No matter what way you want to share dōTERRA, do it from your heart. People will respond if it’s the right time for them.” —Christine

“I’VE LEARNED FROM CHRISTINE AND SHE’S LEARNED FROM ME. WE FEED OFF OF EACH OTHER.” — JAMES

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



## Jenna Rammell

CORONA, CALIFORNIA, USA

# #BLESSED

**W**hen Jenna Rammell was first introduced to dōTERRA, she told her husband, Andrew, that she would just try buying essential oils for one month and if they didn't help their family she would never buy them again. She says, "We've bought them every month since, so it's clear they've impacted our lives and our health more than I initially anticipated."

She had always been into holistic nutrition and wellness, so dōTERRA aligned well with her lifestyle. For four years, Jenna shared the oils freely and referred people to everyone else but herself. Then, Jenna's sister-in-law, Sarah Vansteenkiste, approached her about getting involved in the business. Jenna already had a huge social media following that she could take advantage of, but she had no desire to make money from the oils.

Finally, Sarah invited her to convention, and there Jenna realized that the

mission of dōTERRA aligned with her own. She says, "I have such a heart to give and serve, and saw how dōTERRA empowers women all over the world both with an at-home business and in the third world countries that harvest the plants for these essential oils. I felt so connected and inspired by that."

Jenna was Premier at that convention, but didn't really know what that rank meant. From that point, she committed to the business and built to Diamond in 13 months. Because of her already successful blog, she was able to build exclusively online. This has been a blessing because she hasn't had to leave her family to travel a lot and she has been able to create friendships she is grateful for. She says, "Social media has been such a blessing in my life, not just because it built this business, but on a personal level as well. I have met some of my best friends, including women who I would have not known otherwise."

Sometimes people look at Jenna's online presence and think they can't be successful because they don't have the following she does. She says, "Most Diamonds haven't built the business this way. I've built online, but that's not what this requires. Regardless of which avenue you take to Diamond, we all have to do the work. How we get there looks different and comes with its own unique set of challenges, but the dedication required is the same." She makes sure to facilitate her team's ability to build the business in whatever way they desire and encourages a pathway that is true to them.

She is amazed now at how much her life has changed. She says, "Having a secondary income has blessed our lives in many ways, but even more than that is the feeling of purpose and empowerment I have as a mom and entrepreneur. I feel like in this last year I have grown more as a person than I ever have in my entire life."

"I know I would never be who I am today without this journey."

## TIPS FOR BUILDING ONLINE

### BUILD TRUST.

"When building online, it takes a lot of work to make a connection with someone. It's a different challenge to have them trust you to enroll and mentor them when they've never met you. You have to put more effort into communicating and educating and showing them you genuinely care."

### CULTIVATE INDEPENDENCE.

"I've been blessed to find leaders that are ready and willing to accept long-distance mentorship. I've made it a point to cultivate a culture where I will support and teach them, but they have to do the work for themselves. I think it has created independent leaders who are self-motivated and willing to create massive action."

### BE COMPLIANT.

"I started building after dōTERRA was already educating us on compliance, so our team has built online in an education-based way that is focused on safety, and I think people respect that. Speaking compliantly resonates with more people and shows that we are educated and concerned about safety."

### BE GENEROUS.

"Be generous about your education. Share regardless of whether someone is in or out of your team. What I have put out has come back to me more than I could have imagined. When you have a giving heart and live a life of abundance, people will see that and want to be a part of it."







Brandon &amp; Stefanie Stavola

NORWALK, CONNECTICUT, USA

# Becoming a Mom-preneur

**“A Diamond is merely a chunk of coal that did well under pressure.” –Henry Kissinger**

Stefanie Stavola had been involved in another network marketing company that had recently been sold. She was five months pregnant and it looked like she was going to have to go back into the corporate world. She says, “I felt like a failure.” Then, dōTERRA was presented to her out of the blue and she says, “I knew in my gut from the experience I went through and everything I knew to look for this time that dōTERRA was different.”

She could see that dōTERRA had a product that people would buy even without an income opportunity, and the retention rate was the absolute highest she had seen in the industry. Stefanie says, “Once you start with dōTERRA, you don’t look elsewhere.” She made up her mind from the beginning that she was going to hit Diamond and beyond.

Since she didn’t know anyone locally, she joined networking groups and made a goal to hit Silver by the time her baby was born. She says, “I was actually enrolling someone over the phone, bouncing on a ball while I was in labor. That’s the life of a mom-preneur. If you want it bad enough and you’re passionate about it, you’ll find a way. This was just something I put my mind to and I was enjoying what I was doing.”

Her husband, Brandon, was supportive from the beginning. Since they live where he is from, he helped share dōTERRA with people he knew, and two of Stefanie’s Silvers were connected to her

through him. Part of her motivation to keep pushing for Presidential Diamond is to replace his income as a real estate appraiser so they can move back to where she grew up in South Carolina. She says, “The next time I’m pregnant, I want to be taking walks on the beach not in the snow.” They’re both excited that dōTERRA gives them the freedom to live, travel, and work wherever they want.

“dōTERRA has allowed me the opportunity to follow my dreams rather than someone else’s. I can create the type of lifestyle that I love and wake up excited for the day and passionate about what I do,” Stefanie says. She was successful in her previous corporate career, but she quickly discovered that it was not what she really wanted in life. Now, Stefanie is able to put her family first and do what she loves. “It’s sad when people feel stuck in their job. You just have to step out of your comfort zone and create the life that you want.”

**“I’m proud to say I work with dōTERRA because it’s a name that stands for integrity and a company that’s thriving and making a huge impact on the world.”**

## BALANCING A BUSINESS AND A BABY

### PRIORITIZE.

“Pick the top three things each day that are going to move your business forward and do those first. It’s often the things that push us out of our comfort zone that we can put off and instead spend our valuable time with busy work. Don’t waste your time organizing your desk. Have a strategy call with your builder, go to the one-on-one, book a class.”

### GET A NANNY.

“You have to have undistracted time. Find someone who can do light housework and cook during your kids’ naptime. Use the hours that you have the nanny to do income-producing activities. Don’t spend it on Facebook or catching up with friends over the phone.”

### PRACTICE SELF-CARE.

“It’s easy for mom-preneurs to put everyone else in the family first, but this is a huge mistake. Mommy time is crucial for sanity, whether it’s getting a manicure, booking a monthly massage, or getting a workout. Don’t feel guilty. You deserve it. Put yourself at the top of your to-do list. If you’re feeling good, then you’re going to be operating as the best version of yourself and be able to give more.”

### LET GO OF PERFECTIONISM.

“Being a mom is messy. You’re changing diapers while doing business calls and dirty dishes can hang out in the sink all day. Your house is not going to be spotless all the time. You’ll probably feel like you’re never going to catch up. Let go of perfection. Embrace the challenges, because that’s going to become your new normal.”

### GET A MEAL DELIVERY SYSTEM.

“When you have your own business, time is money. The few extra dollars you may spend to get your meals delivered pays for itself with the time you save not going to the grocery store and trying to be creative with recipes. I feel less stress knowing every week I have nutritious meals coming to me.”



## John & Mandy Sommers

RAMONA, CALIFORNIA, USA

# BALANCE: It's Like Riding a Bike

**“The heart of dōTERRA is so big and so life-changing. If you just get involved with it, you are bound to change, because dōTERRA is determined to make better people in the world.”**

**A**fter her dad was diagnosed with Factor V Leiden, a condition that increases your chances of developing abnormal blood clots, Mandy Sommers discovered that she and her children had inherited the same condition. That made it all the more important for her and her family to live a healthy lifestyle, so she started a triathlon team. She participated in many races and trained others to do so as well. Over time, this team turned into an international community that connected online.

It was her sister's friend who first told Mandy she should join dōTERRA. Mandy was resistant until her mom got involved. Because of her dad's illness, her mom had to support the family, and Mandy saw that by participating in dōTERRA she could help support her mom. She agreed

to hold a class with her triathlon team, and was surprised by all that she learned. She enrolled and hit Elite that month.

Pretty soon, Mandy saw that she would be able to hit Diamond. She attended convention and got really excited, and started pushing her team to help her reach her goal. Mandy says, “For more than three months I was building as fast as I could. I said I was going to be Diamond by the next convention. I wasn't listening to my team and I wasn't listening to my body.”

That March, she had a stroke. She couldn't walk straight, she couldn't balance on a bicycle, and she was forced to relearn a lot of things physically. It took about a year for her to recover enough to really get back into her dōTERRA business. She says, “It was actually the

greatest blessing because it made me step back and realize that I have to be balanced in my life and my business.” She knew that she still wanted to be Diamond, but she had to do it at her own pace.

Mandy discovered with triathlons that she loved helping people change and succeed, and she gets to do just that with dōTERRA. She says, “My favorite dōTERRA product is the freedom it provides.” Just as she used to cheer on her friends when they crossed the finish line, she now gets to cheer on her team as they find their way to freedom. “dōTERRA has been so healing emotionally for me. It's taught me how to be more loving and effective in my everyday life, and I want to share that with my leaders. I want them to feel that empowerment and how awesome it is to be a part of the dōTERRA Diamonds.”

## SUCCEED TOGETHER

**Conserve your energy.** “In the beginning, I would teach for anyone who wanted me at a class anywhere. If they were interested, I would throw all my energy into them. If people's goals didn't align with mine, I ended up putting a lot of energy into them, but they were not putting energy into me as well. Basically, they were using my energy to fuel their business.”

**Align your goals.** “What I needed to do was evaluate people's clear vision and goals. I learned to align myself with people who will actually do the work with me and not have me do the work for them. It's hard when you know that an area will grow if you put energy into it, but it's going to be lopsided if the person you're helping is not committed to the business.”

**Combine your efforts.** “Now, I make a map of what it's going to take to get to the next rank, and then I go through the lines and choose people who are active and enrolling, and I work with them. This way, we put our efforts together instead of me trying to tackle it all by myself. If I focus on specific legs who align with me and what my goals are, then we both succeed.”

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



# Creating a Debt-Free Life: How to Break Free of Poverty Consciousness

by Danielle Daniel  
LCSW, Doctor of Psychology student  
Blue Diamond



Have you ever wondered why the majority of Americans live paycheck to paycheck? Why no matter how much you make in your business you still feel it isn't enough? I remember starting in dōTERRA, earning Fast Start checks and living on a pretty good full-time master's level salary as a mental health clinician, and still feeling strapped. Being financially free starts in the mind, not just in increasing your income. Breaking free of what I call "poverty consciousness" can happen no matter if you are Elite or Blue Diamond. That's because it's a thought process that, once you master it, will allow you to create a debt-free life, no matter your rank or income.

**Our perceptions influence our belief system on money, finances, and circumstances.** Those beliefs then create our future because our actions are motivated at a non-conscious level from the beliefs we have formed.

I was raised by a single mother and we struggled to make ends meet, living on food assistance and without many luxuries. My mother sat us down each month and taught us to budget, which has been helpful as I have grown up, but I also grew up believing that life was about just barely making ends meet. So, naturally, as I started earning more money, I tied up those finances quickly, binding myself to student loans, car loans, and a mortgage. And, by spending every last bit I had on a trip or shopping, I never truly got out of debt.

**Why does this happen?** Because our brains are wired to motivate those actions and thoughts that continue to create a financially strapped life.

Breaking free of poverty consciousness or our financial patterns is totally possible. There are two major systems at play in a poverty conscious mindset, and once we understand those systems, we can make a conscious effort to rewire our thinking.

One brain system involved in our belief patterns is called the Reticular Activating System (RAS). The RAS is a nerve pathway at the base of the brain

that connects the spinal cord, cerebellum, and cerebrum, acting as a filter for all sensory input collected from the external world. It then filters that information and only sends to your conscious awareness those bits of information that are important to you or part of your belief system. So, if your belief system is wired to just live paycheck to paycheck, it will find those cues that keep you in that system of spending or creating debt.

## The way to combat this belief system is to:

1. Become aware of your beliefs about money.
2. Write down those beliefs.
3. Create what I call "flip-flop" statements—write in the positive-present tense the antidote of that negative belief. Read it; say it out loud; post it on your fridge, computer, bathroom mirror, etc.; and regularly review it so that your brain encodes new thought patterns. An example of an antidote to your negative beliefs about your financial situation might be: "I live financially free."

It may feel corny, but this is how beliefs started for us in the first place: we saw, heard, and learned certain belief patterns. So, we must see, hear, and learn new ones if we want to change.

Now, there is another brain system at play that you need to be aware of: the Dorsal Anterior Cingulate Cortex (dACC). The dACC is a small structure in the midbrain that works as a thermostat, regulating our belief system to our comfort zone

**When emotions and thoughts are strongly rooted in a desire for change, the motivation will be greater than the physiological response, giving you the self-determination to change and overcome this automatic defense system.**

levels, whether those levels are healthy or not. When we start to behave in a way outside of what we are wired to believe, it sends a conflict signal initiating a risk assessment. This causes stress arousal in the body, triggering increased cardiac reactivity, increased blood pressure, etc. All these responses cause feelings of anxiety, caution, and unfamiliarity, all encouraging motivational behavior to avoid the conflict and go back to the original resting state, or your "homeostasis," of what you have known, believed, and lived for all these years, healthy or not.

**How do you overcome this stress response?** The key to creating the new belief system lies in your emotions, not just your thoughts. When emotions and thoughts are strongly rooted in a desire for change, the motivation will be greater than the physiological response, giving you the self-determination to change and overcome this automatic defense system. Emotion is the deepest root of your motivation that can supersede your physiological response.

When you take the three steps I taught you earlier, and say or read your flip-flop statements, visualizing and experiencing what it feels like to be in a state of financial freedom, then it calms the physiological response and fights to root a deeper belief. This powerful exercise is key to liberating you from debt, more so than just earning more money, because your behavior and actions are wired in your belief system. When your brain structures begin to work on behalf of the new belief, you in turn create the debt-free life you truly desire. 💧



## Dan & Amy Thyng

PRINCETON, WEST VIRGINIA, USA

# CALLING FULFILLED

Since Amy Thyng had once been a nurse, she wanted to learn everything she could about the science behind dōTERRA essential oils before she was willing to use them on her children. Her sister patiently helped her learn more, giving her oils to try and sharing educational resources. By the time Amy bought a kit, she was ready to get involved in the business because she knew how well the products worked.

Amy and her husband, Dan, had been missionaries in Papa New Guinea for several years before they came back to the United States because of her youngest son's health issues. She says, "I had been homeschooling the kids and had gotten used to the routine of staying home with them. When we came back to the US, I didn't want to go back to work at the hospital." Her husband is a pastor and they didn't have any extra money for her to even pay for her oils, so she was motivated to earn money right away to cover the cost of her LRP and make an extra \$50 a month. "Once I got into the business, I saw that I could do way more than \$50 a month, and my vision grew."

After reaching Silver, she made the clear-cut goal of hitting Diamond by



December 2015. She wrote her goals on a paper that she walked past every day in her bedroom. Her "how" was to teach two to five people a week. She says, "That's what I did and it worked. Just being consistent got me there." She also participated in Diamond Club after feeling stuck as Gold for several months, and that pushed her over the edge to Diamond.

Now she's grateful for the freedom, flexibility, and fulfillment that dōTERRA has brought into her life. She says, "I went into nursing and missionary work because I wanted to help others and I'm doing the exact same thing in dōTERRA. I'm fulfilling my calling in life." She is able to stay home and fit the business into her life rather than fitting her life around her work, and she loves seeing the lives of the people in her community change because of the oils.

Her oldest son, Tyler, passed away when he was four. Amy says, "It was very sudden and very traumatic. He is our firstborn and he would be 12 now. As a mom, it's very stressful and hard to live having had that experience in my life." Today, she has comfort knowing that the oils are helping to maintain her children's health. "That's why I want everyone in the world to know about them."

**"You can't let obstacles stifle your growth. Figure out a way around them right away."**



**"We're doing this at the pace that God is allowing in our lives, and we're content and happy with the direction it's going."**

## BE A SERVANT

**1 MISSIONARY EXAMPLE.** "When we were in Papa New Guinea as missionaries, we learned to sacrifice ourselves and be flexible all the time. We were living in a third world country and people were at our door night and day with all kinds of needs. You have to help them, be there for them, and put their needs above your own."

**2 SHOW YOU CARE.** "I think the same thing applies with anything in life, but especially with dōTERRA. It's important to be flexible and available to be a servant to others. Take the time, because when you're willing to arrange your schedule to meet with someone, they're going to see that and know that you really do care about them."

**3 FOCUS ON THEIR NEEDS.** "Get to know your builders and find out their needs, then help them be successful. Find out their goals, because sometimes they have very different goals than you. Figure out how you can achieve their goals and work together, rather than forcing your goals on them."





**“Stay positive, proactive, and optimistic;  
never complain and always try to be better every day.”**

NEW dōTERRA DIAMONDS

Charles & Helen Wang

HACIENDA HEIGHTS, CALIFORNIA, USA

# Love and Responsibility

**“dōTERRA can help people enjoy both health and financial liberation  
in a simple, safe, and effective way.”**

Charles and Helen Wang had 15 years of experience in the direct selling industry before they were introduced to dōTERRA by their good friends, David and Tawnya Hsiung. Because they had known the Hsiungs for many years, they trusted them. They say, “We knew they would not choose to recklessly join a bad company with bad products.” The Wangs believed in the direct selling opportunity, so once they experienced the products themselves, it didn’t take them long to enroll with dōTERRA.

At first, the Wangs just used the products, but as they saw their effectiveness they became more passionate about sharing the oils with others. They began doing the business together as a couple. They enrolled the month after immigrating to the U.S., so they were not allowed to return to

their home country to support their team members there. But, David helped by visiting team members and encouraging them. Today, they are able to return to their country and do so often. They take turns traveling during the school year, and take their whole family with them during the summer.

In the beginning, Helen spent more time learning about and using the products. As their business grew, Charles gave up his electronic products wholesale business and they both started running their dōTERRA business full time. They have learned to balance their strengths while working together. They say, “Helen is a cautious and organized person. She has spent more time on product education and communication with the team, while Charles has done an excellent job motivating the team.”

A year ago, they made the goal to reach Diamond and they’re so excited that they accomplished it. “Our achievement is also an inspiration for our team, giving them confidence and motivation. We keep on working hard through learning, experiencing, and sharing. We set an example for others before we ask them to achieve something and lead the team as their role model.”

The Wangs feel a love and responsibility to dōTERRA and their team members, and that drives them to continue developing their business. They say, “dōTERRA gives us financial liberation, health, beauty, and a guaranteed future income. It also helps us assist our family and friends, while giving them tremendous happiness and a sense of achievement when they take our path.”

## THE FIRST STEPS FOR BEGINNERS

**Learn.** dōTERRA is a product-oriented company. Beginners should spend time learning about the products and the company’s business culture before starting their own business.

**Experience.** First, use the products on yourself and your family. Get testimonies about the benefits from at least three people. Gain a certain confidence in the products.

**Share.** Start your business and share the products with others. These products are very easy to share because people just need to apply and smell them.



## Lisa Wilson

WEST SIMSBURY, CONNECTICUT, USA

# Moved by Heart

**“It brings me great fulfillment to influence lives.”**

Lisa Wilson has owned the Raw Food Institute for eight years, and from the beginning thought it was important to bring essential oils into her week-long detoxification retreats. For a while, she had someone come in and do classes for her. Then, as she started using the dōTERRA oils with her family, she saw the profound effects they had on the body and she started to feel a moral obligation to share the oils with more people. She began teaching classes herself, and as the checks came in, she

realized dōTERRA could be a successful business if she put energy into it.

Convention came around and Lisa didn't think she had time to go, but her friends convinced her and she was so inspired she cried for most of the event. Afterward, she made the decision to focus more on her dōTERRA business rather than just the institute. She says, “I was moved by heart. I love that dōTERRA is completely in line with my integrity.” She saw that

both of her businesses could complement each other and build off one another.

One day, while communicating with Emily Wright, Lisa received an email from her that said, “Now go out and hit Diamond.” Lisa says, “When Emily Wright says, ‘Go hit Diamond,’ you do.” She was a not-very-solid Gold when she received the email in September, but proceeded to hit Diamond in October and every month since. “I behaved like a Diamond many months before I became a Diamond.

It helps to act as though you're already there.”

Lisa was afraid to talk about the business opportunity at first and focused only on sharing the oils. Now, sharing the business is her favorite thing. She says, “When I first started mentioning the business opportunity, people would look at me and their eyes would light up and I could see that they were thinking, ‘You mean I could do what you do and I could make money at this?’” She regrets the people who missed out during the time when she didn't share the financial difference dōTERRA could make in their lives. “Financial freedom changes people's lives as profoundly as the oils do in many ways.”

As an entrepreneur, Lisa spent many years without a salary. Though her institute brought in a lot of money, it also cost a lot. But, she says, “An entrepreneur is someone who is with it for the long haul.” Her experience has taught her to appreciate how easy dōTERRA makes it—the company provides a website, a warehouse, shipping, and marketing materials. “It's a ‘done-for-you’ business and you get to do what you do best, which is educate people on the oils.”



**“You have to have someone that believes in you.”**

## TEAM CONTRACTS

### Find the committed

“We're starting contracts in my whole organization. They don't have to sign them, but these contracts are for those who want to go on the first track. This is how they get access to private mentoring, upline teaching classes for them, and getting enrollments placed under them.”

### Get them excited

“My frontline and I only have so many hours in the day and we can only mentor a certain number of people, and this system ensures these privileges go to the most active people. This gets people excited because there are a lot of us and we're all going for the goal together.”

### Love everyone

“If people aren't interested in going for the goal, that's great. We're still going to love them and meet them where they are. It changes nothing about how I feel about them. But, this way, those who want to are able to let us know.”



# Dr. Mike & Jenni Wilson

CEDAR CITY, UTAH, USA



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

Seventeen years ago, Jenni Wilson became really passionate about health when switching to a whole food diet revitalized her life. The switch sparked her interest in other tools for natural wellness, including herbs and

essential oils. When she attended her first dōTERRA meeting she thought, “I don’t need any more essential oils. I’ve already got plenty.” But, she was intrigued by the dōTERRA Lifelong Vitality Pack® and purchased that.

Later, she and her sister decided to start doing the business, and as Jenni started purchasing more oils she saw that dōTERRA was far superior to the other

brands she had tried. For several years, she did the business on and off while she was busy with her seven children. By 2014, she had reached the rank of Gold when her 15-year-old daughter was diagnosed with brain cancer.

“That was really challenging. We had a whole year of fighting cancer,” Jenni says. “But what I found to be a great blessing at that time was that I continued

to get the income that I had built with dōTERRA, even though I had to stop doing the business to focus on my daughter.” She also felt a lot of support from her dōTERRA family during this difficult time.

At the end of that year, Jenni’s daughter passed away and Jenni went through a period where she lost her passion for her business. She says, “I had to be purposeful about finding things in my life that brought me joy again.” One of those things became helping her team members. “I started thinking about how I could help them more and more. It was a desire to serve them that got me back on track. Seeing them make progress again is making me happy and keeping me going.”

She is grateful for the empowerment she has found through dōTERRA. She says, “It’s helped me to know that I can do hard things. It’s given me a whole other circle of relationships that I can lean on and find fulfillment and satisfaction through. It’s also been important to me to be an example to my children as an entrepreneur and a woman that I could find success and have more freedom in doing this business.”

Jenni’s husband, Mike, is an emergency medicine doctor who has often traveled to South America to do humanitarian work. She is excited that through her income from dōTERRA and through the dōTERRA Healing Hands Foundation™, they will be able to go on more humanitarian trips together and really make a difference in the world. She says, “It has just reinforced my passion. Instead of feeling like I’m on my own trying to change the world, I get to be involved in something as great as dōTERRA that can really move mountains.”

**“Never give up. Be patient. Things take time.”**



## TEAM SUPPORT

1

**CONNECT WITH EVERYONE.** “I’ve learned to reach out and connect not only with my leaders but everyone on my team who wants to do dōTERRA and support them as much as possible. My team really helped me reach Diamond. It has to be a team effort.”

2

**HELP THEM SUCCEED.** “When I first started I thought maybe I could reach a certain level and just stop and ride along, but after developing all the friendships that I have with my dōTERRA team members, I got to the point where I felt really strongly that I had to help them succeed as well.”

3

**WORK TOWARD THEIR GOALS.** “I always try to help my team members get to their goals. If they have been with me and are loyal and still trying to help, even if they’re not in the leg that I need volume in, I still need to help them realize their goals and support them to their next level.”

4

**DIRECT THEM TO RESOURCES.** “In the beginning, I was groping in the dark for what I should do. There were good resources out there, I just didn’t know how to find them. I’m grateful that now I can quickly direct my team members to those resources and give them training to help them progress faster than I did.”



# Leader



Peter & Susie Bagwell  
*Blue Diamonds , US Founders*

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.

## How do you explain the oils, enrolling, LRP, etc. to someone without overwhelming them?

Spending time with new members is critical to helping them understand the components to being a successful Wellness Advocate, but most people can't handle it all at once, so break it up. We tend to start off with the oils and get them to enroll. Give them just enough information about their membership and LRP so that they know what it is, but save the next level of detail for a follow-up session.

## How do you spot new leaders?

New leaders are typically already looking for something, are usually familiar with either the product or the business, and tend to be hungry for success. However, be careful when trying to determine if someone is looking for success. Most people

equate success with financial rewards, but many of our leaders have a cause or mission to help people outside of the financial world. Perhaps they have children and tend to lead their group of friends in solutions for baby care or play dates. Some may have overcome a serious challenge in their life and are dedicated to helping others through similar challenges. These people make great leaders.

## How do you get past the moments of feeling stuck in your business when you are trying so hard? How do you help encourage your leaders if you are feeling this way?

When we moved from Michigan to Florida, we quickly realized there were no pot holes in the road. Suddenly, a smooth ride down the road is something we came to expect. Now when we come across the occasional road crater, we laugh it off and

can't believe how we used to let them rattle us nearly every day. As you hit a challenge, take it in stride and remember it's par for the course. We've all hit these bumps in the road, and we all end up better off because of the experience. We help our team with our experiences of what it was like when we were there, and the need to keep looking ahead. Be innovative! This should be a fun ride! A few pot holes in the road shouldn't take you out of the race.

## What is a good strategy to keep your team engaged, involved, and excited about the product as well as education opportunities and business building?

We recently started wearing some purple T-shirts that say, "Awesome." Most of our team responds with happy surprise when they see them, but it always leads to a positive discussion

and ideas about how they can make their day awesome. Our recent weekly call focused on lessons learned from *Star Wars* and how they can be used in our business. The point is, when working with your team, it is critically important to keep things light and fun. Yes, there are some serious discussions we have to have, but after that, wipe some frosting on their nose and draw a smiley face on their dirty bumper. Always talk up to your downline, and if you need to, talk down to your upline. Try to share something new about one of our great products, turn it into a story, and share it more than once so that it sinks in with your whole team. Stories resonate well with everyone and tend to get passed on many times over. They are a powerful tool that gets people involved. If you can keep it light and fun, the force will be with you, always. 💧





Judy Benjamin

OZARK, MISSOURI, USA

“I appreciate dōTERRA because they seek overall health. They don’t just focus on the oils; they focus on proper diet and exercise.”

Once Judy Benjamin embraced new health habits including a whole plant-based diet, pure water, plenty of exercise in the fresh air, and sunlight, she wanted to help other people live a better lifestyle as well. She began going door-to-door with a natural remedy book and teaching whole food cooking principles and hydrotherapy classes. When she first learned about essential oils from a different company, she wasn’t interested because she didn’t like the smell of them. But, later someone sent her a dōTERRA Introductory Kit in the mail. Judy started to use the oils, saw their effectiveness, and fell in love with them. The essential oils were an excellent complement to her ministry and she incorporated them into her home visitations and classes and left samples.

Judy had been successful in other network marketing companies before, but the companies had always failed on her. She says, “The owners either

changed the comp plan, or they started making bad decisions and they fell apart. I was done with network marketing. I even had a message on my phone that said, ‘If you’re calling to recruit me into a network marketing business, you can hang up the phone right now.’”

Because of these past experiences, Judy was reluctant to do dōTERRA as a business. As time went on and she attended several conventions, she saw that dōTERRA was a stable company with owners that had integrity and a product that was in high demand. She says, “That’s when I started passing out sample bottles to every home that I visited.” Though she had never seen someone teach a dōTERRA class, Judy learned all she could and started holding them on her own, and from there it exploded.

Last year, Judy attended the gala at convention for the first time and she saw people walking down the aisle as

Diamonds who had enrolled several years after her. She thought to herself, “You’ve got to be kidding me. If I had just applied myself more I could be retired and helping more people.” She committed to reaching Diamond that November. She went on the road for four months and taught as many classes as she could. Because of the proximity to the holidays, a lot of people didn’t want to host classes, so she started enrolling businesses as well. She says, “I just made a goal and I was determined that I was going to get there.” She reached her goal and has maintained Diamond ever since.

Though Judy has devoted her life to helping people develop healthy habits, through dōTERRA she has a residual income that allows her to help support her ministry. She says, “It’s not just about selling oils to make money. It’s about helping people to change their lifestyles and showing them something better.”

# DEVOTED TO HEALTH

“I absolutely love my leaders. We have become close friends, like family. I would do anything to help them.”

## SHARING A HEALTHY LIFESTYLE

When I do a class, if possible I like to bring in whole food samples and recipes using the oils and teach healthy cooking principals. I also like to teach hydrotherapy.

I always carry samples, catalogs, and materials with me because you never know who God will lead you to that needs immediate help.

I used to teach with PowerPoints, but I don’t do that anymore. Now I teach with flip charts and tear pads so it can be easily duplicated for my downline.

I always tailor a class to the people I’m talking to. I let them sample the product by smelling them and tasting food samples.

I seek to do two classes a week. If I’m not teaching classes, I’m setting up a booth at an expo or fair. I teach my leaders to do the same.



## Vernon & Jenny Crawford

BRANDTFORD, ONTARIO, CANADA

# SERVICE TIMES TEN

**“Remember to do the rain-making activities. There’s no possible way you won’t progress if you stop worrying about the frivolous things and focus on classes, one-on-ones, and sharing.”**

A friend came and stayed in Jenny Crawford’s basement for a few days and “smelled it up with oils.” The oils did not appeal to Jenny until her friend put some on her and Jenny saw how effective they were. When her friend left, Jenny ordered some of her own and found it hard not to share them.

Her parents had been involved in a network marketing business while she was growing up, and Jenny thought it didn’t work. She also didn’t want to be seen as a salesperson, so she always refused anyone who approached her about one. But, she couldn’t stop sharing dōTERRA. Then one of her upline came and taught a class in her area, jumpstarting Jenny’s business.

Jenny had quit her job as an HR manager after the birth of her second child, so she

decided she would try to reach Platinum to replace that income. She says, “Then when I hit Platinum it just seemed like the next step was to go Diamond. Now that I’m Diamond, I already want to go Presidential Diamond. I’m just having too much fun with it.”

As a driven person, Jenny knows that when she sets a goal she is going to achieve it. She says, “I just make it happen. There’s no barrier anyone can’t get through. Each rank goal that I’ve set I’ve always hit early. I just get such satisfaction from being able to hit a goal and do what I said I would.”

Beyond that, Jenny and her husband, Vernon, are motivated to be in a position where they will be able to serve others. She says, “This has allowed us to help family members and others and

it feels like we’re fulfilling something that we’re meant to do. It feels like something bigger than us. I know we were led to it for a reason.”

After serving on a couple church and humanitarian missions, Jenny has seen that service is what makes her the happiest in the world. “It brings out the best in me,” she says. She always wanted to work for a nonprofit that worked to serve the world, but it wasn’t possible to make enough money doing so. Now, she says, “Working for dōTERRA is like working for a nonprofit times 10. It’s about serving others in every way possible, and I get paid three times as much as I did as an HR manager. How can it get any better than that? It actually does, because dōTERRA doesn’t stop finding ways to better the world.”

**“Challenges don’t stop me. I actually find them fun because they make you think outside the box and use your brain, and you grow from it.”**

## LEADERS ARE NOT FOUND, THEY ARE DEVELOPED

**Stop trying to find them.** “Melyna Harrison said she always hears people say they can’t find the right people to be leaders on their team. She tells people, ‘Stop saying that, because I promise you that you weren’t the right person when you came onboard. Leaders are not found they are developed.’”

**Look for key indicators.** “Key indicators of people that have the potential to be leaders are people who show up and are eager and enthusiastic. You’re guiding them through the process, but they’re following through. If people can keep their commitments, they can be developed into a leader.”

**Let them take control.** “You develop leaders by empowering them and letting them take control of the vision and direction of their team and make it their own. Let them strategize and come up with ideas instead of it always being you. Engage them, talk to them, and hear what they have to say.”

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





NEW dōTERRA DIAMONDS

Lance & Li Fryling

MAPLE RIDGE, BRITISH COLUMBIA, CANADA

# Crystal Clear

At Li Fryling's first dōTERRA class, she didn't know either the woman who was holding it or anything about essential oils. But, she had always been naturally minded, and she was excited to bring her little girl, hang out with other moms, and eat food. She was surprised when she had a completely transformative experience with the oils, and enrolled at the class with a Home Essentials Kit.

The woman who enrolled her said she thought Li would be good at the business and Li's reaction was, "I'm a teacher. I have a career. I went to university. I have two degrees." She had a lot of preconceived notions that network marketing was for uneducated housewives. But, she was so excited about the experience she had that she ended up enrolling several people before her oils even arrived.

She began to build completely unintentionally for several months.

She held classes that were three hours long and didn't bring any enrollment forms—and still got people to enroll. Then her upline invited her to convention, and that completely shifted her paradigm. She says, "I met face-to-face these incredibly grounded, down-to-earth, normal people who were making \$10,000–\$100,000 a month at this business. Beyond the fact that it was not flashy at all, it became crystal clear that it was incredibly doable." She came home and decided she would be Gold by December, and she did it.

Li taught 10–12 classes a month for the next three months after convention, and did the same whenever she needed to make another big push. This way, she was able to hit Diamond 14 months later. She has learned to understand the idea of seasons in her life and business. She says, "That allows me a lot of grace and

forgiveness while I go through this. There are seasons in my business where I'm not around for my family all that much, and there are other seasons where I'll go two or three months without teaching a class and I'm around a lot."

Having worked in special education in her previous career, Li's life has always been about helping people who are struggling. Now, dōTERRA has allowed her to do that in an even bigger way. She says, "It has allowed me to truly find my heart-led work that I was meant to do. It's a vehicle to help people in their health and wellness, in their financial situation, and in their emotional and spiritual health as well. There is not one other thing out there where I could possibly do all of those things at the same time. I feel like the day I went to that class, the universe plunked this giant red flag in front of my face saying, 'This is what you're supposed to do.'"

## THE DIAMOND VISION

### Find out why you want this.

"Ask yourself these questions: Why do you want this? What is your motivating factor? What is your why and what is your vision?"

### Get clear on your vision.

"The people who reach Diamond most efficiently are the ones who are crystal clear about their vision and their drive to get there."

### Don't let anything stop you.

"Move diligently and unwaveringly toward your goal and don't let anything stop you, get in your way, or make you lose sight of it."

### Make the choice every day.

"Diamond doesn't happen by accident. Diamond is a choice that you wake up and make every single day until you get there."

"A huge motivating factor for me is to continue to be a living example for my team that it can be done."

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

www.doterra.com 41

"Believe that everything you bring into your life is something you've chosen. You teach people how to treat you. When you understand that you're responsible for the life you've created, then that also means you're responsible to create the life of your dreams and that you are capable."





## Jesse & Breanne Houston

RIVERSIDE, CALIFORNIA, USA

# A New Legacy

The owner of a fitness studio, Breanne Houston was introduced to dōTERRA by one of her clients. Breanne had gotten to know this client well while coaching her, so when she asked if she could hold a dōTERRA class at the studio, Breanne agreed—if she could be involved as well. She says, “I didn’t spend a ton of time doing all the research and using the essential oils in my home before I decided to bring them into my studio because I knew my client so well. I understood her background and credentials.” Soon after, Breanne got a kit of her own and discovered how well the oils worked for her and her family.

Though she got involved in the business right away, Breanne had no aspirations for achieving rank. She says, “In fact, I made fun of ranks. But,

I wanted my \$1,500 bonus, so I hit Silver in nine months.” After reaching Silver, she attended convention and saw the Diamond reserved seating, and she knew she wanted that the next year. “I fell in love with the company at convention and that buy-in was big for helping me want to go further.”

She came home from convention and told her husband, Jesse, that she would need his strong support for the next three months because “it’s going to be totally crazy.” He has always been supportive in whatever she does. As he saw her success, he began to become more involved with her in the business as well.

Breanne is still running her studio alongside her dōTERRA business, but she has learned to delegate tasks and prioritize being present with her kids.

She tries to get all her work done while they are at school to make sure they have her attention when they come home. She loves that they will be able to grow up with essential oils in their home. She says, “I’m excited to see how it will trickle down and duplicate, not only in my business, but in my family’s life and legacy.” She has seen her confidence increase as she’s able to support her family not only financially, but with their health.

Now, her family will have the freedom to make decisions for what they want in life and to give freely to others. She has created relationships with her team that will last a lifetime, and dōTERRA is all she can talk about. She says, “Now I’m an oil lady. I can’t have a conversation with anyone without talking about oils.”

“I try hard to be an example to my team by doing the things that I want them to do. That way they know the path that’s ahead of them.”



## ACCOMPLISHING GOALS

**Lofty vs. Realistic Goals** “I have a lofty goal timeline and a realistic goal timeline. The lofty goal makes me uncomfortable and excited, but the realistic goal protects my heart. I do everything I possibly can to reach my lofty goal, but if I don’t hit it, it’s OK. It’s just not the right timing for me, but I know I’ll get there eventually if I keep plugging along.”

**Their Timeline, Not Yours** “I’ve learned that I have to help my builders identify their own timeline and their own why and not have them go on mine. Otherwise, I’ll just be beating my head against a wall. If they don’t believe they’re going to do it, they won’t. When it is their goal and timeline, there will be no stopping them. I have to help them get there.”

**Endless Possibilities** “I always ask people, ‘What do you want to do with your life? Why are you so afraid? Why aren’t you going out and doing it?’ The reality is that hitting Elite is not that hard, but we make it hard. We need to help people address that so they can get out of their own way. If they believe the possibilities are endless, they’ll go for it.”

“With dōTERRA, the possibilities are endless.”



## ■ Yee Mun Lam &amp; Stanley Ho

TAKE THE  
CHALLENGE

**B**ecause of her bad experiences with both essential oils and network marketing, Yee Mun Lam had sworn off both when she met Dr. Hill in Taiwan. She says, “After listening to his experience, I thought I might be wrong, so I gave myself an opportunity to try using essential oils again.” She bought a Diamond Kit and started using them on herself and her family, then began sharing with her friends as well.

Yee Mun and her husband, Stanley Ho, had both quit their corporate jobs to put everything into a previous network marketing company that ended up closing. She says, “This put my husband and I into financial difficulty, and we decided to stay away from direct sales after that.” When she found out that dōTERRA was a network marketing company, she was disappointed. “But, deep inside, I felt I might be able to prove that the multilevel marketing industry is not bad, only the company we had joined before was bad. I told myself that if I found good testimonies about the dōTERRA products, that I would give the industry a chance. I wanted to prove that it could really work.”

At the time, dōTERRA was not open in her country, so Yee Mun was very busy figuring out how to get orders shipped to her from the United States. She says, “I met people in the day time and did all the orders at night to get into contact with

dōTERRA in the U.S. I would work until two or three in the morning.” Her upline was in Taiwan, and though they helped her when they could, she had to learn to build the business mostly by herself. “I have been forced to do things independently. This is really good training because I have been forced to learn and become confident as I worked on my own.”

After passionately sharing with her friends and family for three years, Yee Mun was still Gold. Her upline encouraged her to reach Diamond by November of last year, and Yee Mun realized that she was afraid of becoming a leader. She says, “I decided to overcome my fear and I took the challenge.” After making that decision, she was able to reach her goal and has hit Diamond ever since.

Yee Mun worked so hard that she had very little time for rest. Stanley started to worry about her health, so he stepped up and started helping her when she decided to go for Diamond. He was the one who helped her get her \$1,500 Power of 3 bonus, and today he monitors her volume and the goals of their team.

Now, Yee Mun and Stanley have paid off almost all of their debts and they feel confident knowing they can achieve their goals. “Now we can think of our dreams, plan for retirement, and work happily in dōTERRA while enjoying our lives.”

**“Set your goal and work all out toward it. Never give up no matter how hard things get. Only look at your goal and use any means necessary to help you overcome your challenges.”**

**“When I see that the effort I put into building dōTERRA has produced great results, I am sure what I have been doing is right and I want to help more people achieve what they want as well.”**

5 STEPS TO  
DIAMOND**IDENTIFY FOUR  
SILVER LEGS.**

“I talked to my leaders and identified who wanted to work toward Silver. I communicated with them to let them all know that I would help them get there.”

**ALLOCATE  
YOUR TIME.**

“I allocated 80 percent of my time to helping my four key leaders become Silver. I also helped them find their key leaders so that we knew who we should focus on.”

**SET TEAM GOALS.**

“We planned in detail how each of my leaders would achieve their individual goals.”

**GUIDE YOUR  
BUILDERS.**

“Organize events to help them. Teach them how to communicate with their potential customers, how to follow up, how to close a sale, and how to provide good after-sales service.”

**REVIEW THEIR  
PROGRESS.**

“From time to time, discuss the challenges they face and determine the methods to solve them.”



# Executive Spotlights


**COREY LINDLEY**

Founding Executive, Chief Financial Officer

Corey Lindley spent many years as a financial executive with another large direct selling company before he joined the dōTERRA executive team. He was doing charitable work in Australia for a few years, and at the end of it some of the dōTERRA executives that he had known previously reached out to him about becoming their financial partner. Corey says, “At the time, dōTERRA was very small. I thought it would stay a small, boutique type of business and would just be a fun thing to do. Now, it’s exploded.”

## What is your mantra?

“No success can compensate for failure in the home.”

—David O. McKay

That saying has driven my whole life. As busy as I am with work and other things, I have to focus on what is going on at home. I try to keep that balance in my life. The greatest joy in my life comes from my family and helping my children grow and develop and seeing them do good things.

## What is your role in dōTERRA?

I’m the chief financial officer, so my job is to make sure that we run profitably, that we pay our bills, that we have the money that we need to expand, and that we are judicious in how we manage the company’s resources with everything

that is going on. In addition, I oversee the operations team, which ensures that we source the product, and we get it tested, packaged, sent out, and delivered to homes and customers. I also oversee human resources which supports our growing, global 2,000 employee team and manages our corporate campus. I have great people who report to me doing most of the work.

## What has been your biggest professional obstacle?

In addition to my financial work at the company I worked at before dōTERRA, I’ve also had international experience. For a prior company, I was responsible for opening 20 or 30 markets and I’ve done that my whole life. Now, I’m repeating that to some degree with dōTERRA. I’m working directly on detailed legal, regulatory, financial, and operational issues related to doing business in foreign markets.

But, the biggest challenge of my life has been raising eight children with my amazing wife, Janis. That’s my life’s challenge. Being a father is great, but it stretches me to the limits.

## Could you tell us a little about your personal goals?

I’ve been very fortunate in my life to be able to accomplish lots of things professionally and to have a good life. My goal now is to help other people, to find ways to alleviate their needs and bring them happiness and joy. That’s one of the reasons I love our dōTERRA Healing Hands Foundation™ initiatives and our Cō-Impact Sourcing® focus. I find great joy and satisfaction in trying to help other people. That is really all I want to do in the future.

## What do you do for fun?

I’m an avid sports fan. I enjoy being active. I play tennis and golf with my kids and my wife. My kids have all been involved in sports, so I’ve always enjoyed supporting them in that as well.

## What’s something no one knows about you?

I have six girls and the three oldest are girls, so our mornings were always hectic getting them all ready for school. The hair had to be done, the clothes had to be picked out, everything had to be just right—and I wasn’t much help with that. So, I told my wife, “Why don’t I fix breakfast, and you can focus on getting the girls ready for school?” Ever since then, whenever I’m in town I make breakfast for my family. 💧

## Random facts:

- Corey has eight children: six girls and two boys. The oldest is 27 and the youngest is 12. He also has seven grandchildren.
- He loves making muffins, particularly with rhubarb, which he grows in his garden.
- Corey once lived in Shanghai, China for four years with his family. He continues to travel there regularly for dōTERRA.



# 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 & TAWNIA HSIUNG



FOUNDER TWN

STEVEN & MONICA HSIUNG



ERIC & ANDREA LARSEN

## PRESIDENTIAL DIAMONDS



JERRY & BRANDI BURDINE



FOUNDER USA

JAMES & ROXANE BYBEE



MAREE COTTAM & DIRK  
VANDERZEE



PRESIDENTIAL DIAMONDS



MARK EWEN & CHRISTIAN OVERTON



SCOTT & RHONDA FORD



JEFF & JEN FREY



ROGER & TERESA HARDING



JOHN & MELYN HARRISON



SHANE & REBECCA HINTZE



PAUL & BETSY HOLMES



NATE & BRIANNE HOVEY



JERRY & LAURA JACOBS

PRESIDENTIAL DIAMONDS



KYLE & KIERSTON KIRSCHBAUM



KAI HSUN KUO & PEI LING SU



CHENG HUI LIU & PEI CHIH YI



KC & JESSICA MOULTRIE



SUMIKO NOBORI



GARY & KARINA SAMMONS



JAMES & CHELSEA STEVENS



KACIE VAUDREY & MIKE HITCHCOCK



WALTER & MELODY WATTS



PRESIDENTIAL DIAMONDS



CHRISTIAN & JILL WINGER



JARED & SHEREE WINGER



KEVIN & NATALIE WYSOCKI

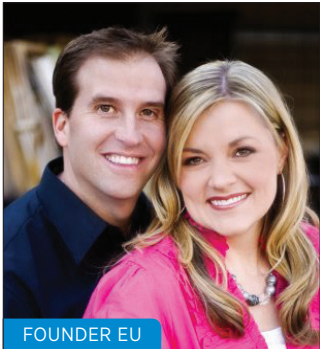


TOSHIYA & IZUMI  
YANAGIHARA

BLUE DIAMONDS



PAUL & DELMAR AHLSTROM



KENNY & REBECCA  
ANDERSON



MATT & KELLY ANDERSON



NEAL & ERIN ANDERSON



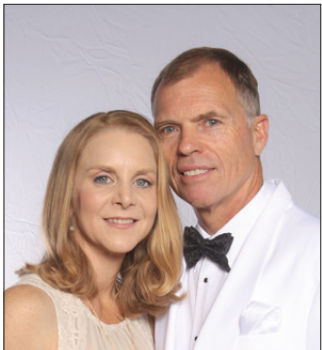
KARI ARNTSEN



KAREN ATKINS



DAVID & ASTI ATKINSON



ROMAN & CORINNA BARRUS



DANIEL & CHRISTINA BENITEZ



MATTHEW & JANNA BERRY



JEREMY & MICKI BOBERG



CHRIS & KAREENA BRACKEN



BLUE DIAMONDS



JEFF & CHERIE BURTON



HUNG WAI CHOI



GREG & MARTI CHRISTENSEN



SPENCER & BRIANNA COLES



JAMES & TANYA COTTERELL



MARY CRIMMINS



STEVE & GINNA CROSS



JEFF & JUDY CRUDEN



DANIELLE DANIEL



MOLLY DAYTON



FRED & CARRIE DONEGAN



DAVID & JULIANNE ELLIS

BLUE DIAMONDS



KEITH & SPRING ESTEPPE



NICK & JEANETTE FRANSEN



LOUIS FUSILIER & MONICA  
GOODSELL



AL & MAUREEN GARCIA



ANDY & MISSY GARCIA



MARC & JENN GARRETT



JEFF & KATIE GLASGOW



STEVE & KRISTINE HALES



JIM & LARA HICKS



WADE & LAURA HOLBROOK



BENJAMIN & STEPHANIE  
HOWELLS-SCOVILLE



BRYAN HUDDLESTON &  
LASSEN PHOENIX



BLUE DIAMONDS



RICK & KATHY HUNSAKER



CLAY & JESSICA IDDINGS



ARIN INGRAHAM



MATT & SARA JANSSEN



BRIAN & RACHEL JONES



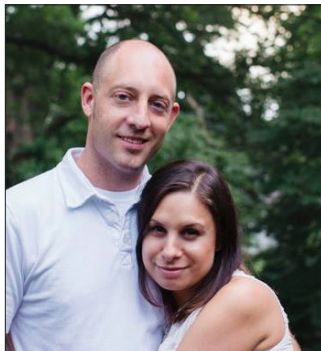
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JUI CHANG JUAN & TSAI CHIA HSIU



JEREMEY & ANNETTE JUKES



TRACI & JACK KENNEBECK



DRU & GINA KIESEL



EMMA KNIGHT

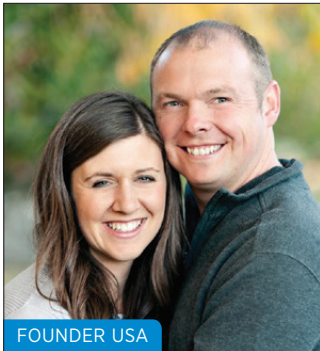


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ASAKO KOBAYASHI

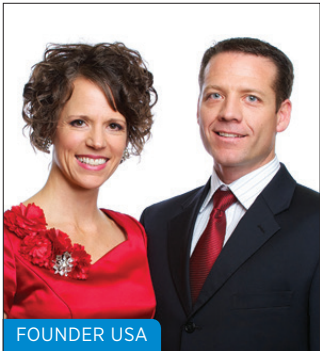


LAURIE LANGFITT

BLUE DIAMONDS



FOUNDER USA  
DANNY & NICOLE LARSON



FOUNDER USA  
JUSTIN & TAHNA LEE



FOUNDER TWN  
CHIH JEN LIU & MAN TSAI



FOUNDER CAN  
HOLLY LO



STEVE & RACHEL LOTH



DAVID & HEATHER MADDER



AARON & TONYA MCBRIDE



DENA MCCAFFREE



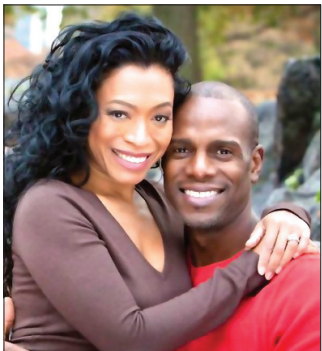
TONY & AIMEE MCCLELLAN



JUSTIN & ASHLEE MILLER



NATE & DANA MOORE



DR. ZIA & KY NIX



BLUE DIAMONDS



JEFF & CRYSTAL NYMAN



FOUNDER JPN  
RIYO OGAWA



RICHARD & JENNIFER  
OLDHAM



PAUL & VANESSA JEAN  
BOSCARELLO OVENS



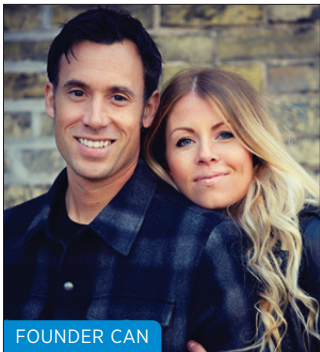
KATHY PACE



ERIC & KRISTEN PARDUE



DICK RAY & STACY PAULSEN



FOUNDER CAN  
CHRIS & ANGE PETERS



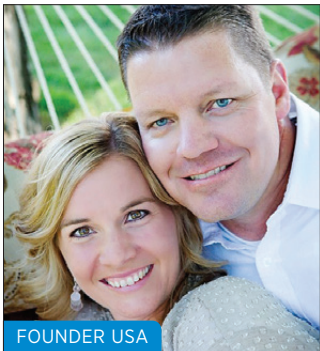
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ADHEESH PIEL & SANTOSHI  
STONE



JESSIE REIMERS



ROD & JEN RICHARDSON



FOUNDER USA  
BURKE & NATALIE RIGBY

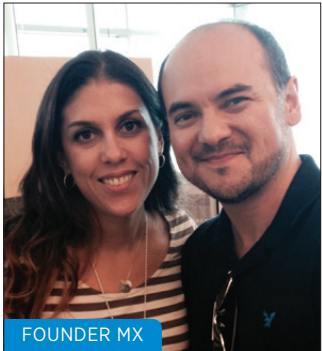
BLUE DIAMONDS



SETH & JENNY RISENMAY



FRANK & JACQUELINE RITZ



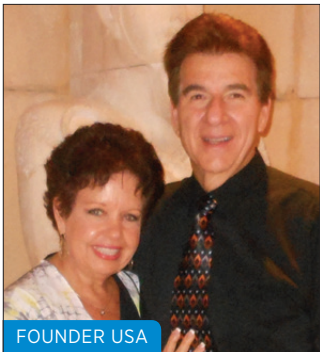
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DANIELA & FERNANDO ROMAY



JEFF & DIANE SHEPHARD



FOUNDER USA  
TERRY & LIL SHEPHERD



FOUNDER USA  
DAVE & PEGGY SMITH



RYAN & DANI SMITH



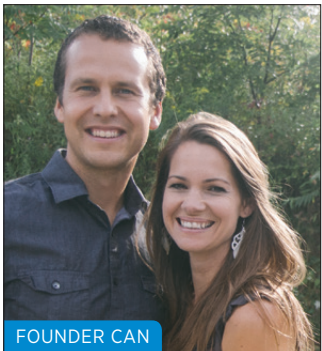
DR. MARIZA SNYDER &  
ALEX DUNKS



NATHAN & MINDY SPRADLIN



JIM & TAMMY STEPHENS



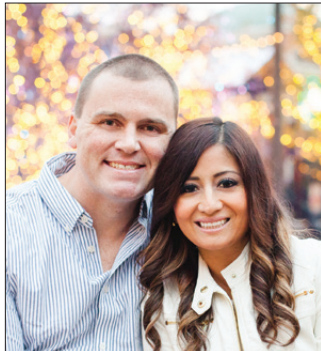
FOUNDER CAN  
BRAD & DAWNA TOEWS



BETTY TORRES-FORBORD



BLUE DIAMONDS



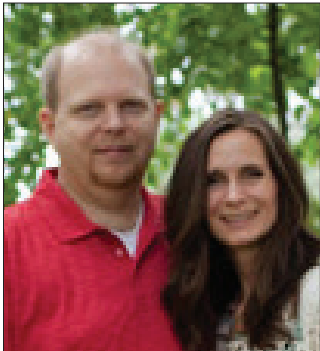
MATT & ALICIA TRIPLETT



GINA TRUMAN



MIKE & LORI VAAS



SHANE & KRISTIN VAN WEY



MICHAEL & SARAH  
VANSTEENKISTE



JOHN & SHAUNA WETENKAMP



JOHN & KALLI WILSON



JOEY & CACHAY WYSON

DIAMONDS



DR. JOHN & JENNIFER  
ACCOMANDO



ATANASKA ADAMS



BRANDON & KATIE  
ADAMS



JENNIFER ALEXANDER



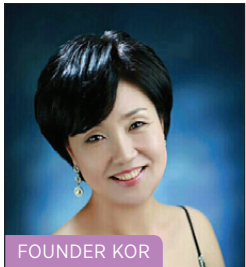
CLAUDIO & JANAE  
ARANCIBIA



ANA LEDA ARIAS &  
CARLOS PANIAGUA



KAZUYUKI ASAKAWA



MI HYEON BACK



PETER & SUSIE  
BAGWELL



NATE & KELLY BAILEY



BENJAMIN & JADE  
BALDEN



RICK & HAYLEY  
BAMMESBERGER



DAVID & KARLA  
BANKS



ERIC & BECKY BARNEY



MONIKA BATKOVA &  
MARTINA VALNICKOVA



LISA BEARINGER



JERRY & AIMEE BECK



YOHAN & LAURA  
BEGHEIN



JUDY BENJAMIN



JOY BERNSTEIN



KEN & WENDY BERRY



HARLAN & MARIE  
BERWALD



MEL & CONCETTA  
BIBENS



BRIAN & SHAWNA  
BIELMAN



TARA BLISS



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



JAMIE BOAGLIO



JON & KENDRA  
BODINE



JASON BORUP



DR. JAMIE &  
CHRISTINA BOYER



JENNIFER BRADY



JASON & KAMILLE  
BREUER



RACHELL  
BRINKERHOFF



DR. ALICIA BROOKS



PETER BROOSTROM &  
JULIETTE FINCH



ADAM & CAREY  
BROWN



RUSS & CHAR BROWN



STEVE & BRENDA  
BROWN



DAN & SUSAN BURSIC



JARED & REBECCA  
BURT



ERIKA BUTLER &  
RICK HENRARD



CLAUDIA CALDERON



LISA CANIPELLI



BRADY & MICHELLE  
CANNON



ERIKA CAPPELMANN



JOSHUA & MARY  
CARLISLE

DIAMONDS



TRAVIS & JESSICA  
CARPENTER



BEN & ADABELLE  
CARSON



THAD & KATHY  
CHANDLER



KUI FEN CHANG



FOUNDER TWN  
CHIU SHIANG CHEN



FOUNDER TWN  
FU YU CHEN



FOUNDER TWN  
WEI-FANG CHEN



CAROL CHIANG



FOUNDER JPN  
RICK & ETSUKO  
CHIDESTER



CHIH HSUN CHIEN &  
SU JU HUNG



HUN IM CHOI & DAE  
YONG PARK



ANNIE & DARRYL  
CLARK



MARC & ROMI CLARK



ANDREW & SHANNON  
CLOUGH



RICK & ALISSA COIL



EVE COLANTONI



BRETT & FARRAH  
COLLVER



CAROL COLVIN



JOAN COON



RICHARD & ELIZABETH  
COPELAND



FOUNDER EU  
ADAM COPP & ROSIE  
GREANEY



KENT & STEPHANIE  
CRANE



VERNON & JENNY  
CRAWFORD



VICTOR & AMANDA  
DARQUEA



DURELL DARR



DIAMONDS



MIKE & LORI DAVIS



LIZETH BALDEMAR DE ARRAS



DR. MARK & KRISTI DEBRINCAT



MEGAN DILMORE



KARLEL CROWLEY & STUART DIXON



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



FORREST & LESLIE EXLEY



DAMIAN & JENNA FANTE



LEONIE FEATHERSTONE



ANDREW & CHRISTY FECHSER



DR. KNUT & CHRISTY FEIKER

DIAMONDS



DANA FELDMEIER



DANIEL & MICHELE FENDELL



ROBERT & KIYLA FENELL



DALE & TONYA FERGUSON



MIKE & JANA FINCH



BARRETT & CARA FINES



HAYLEY FLEMING



SAMSON & LETICIA FOLAM



MEGAN FRASHESKI



AARON & WENDY FRAZIER



LI FRYLING



KAORI FUJIO



GINO & AMANDA GARIBAY



DAVID & CRYSTAL GARVIN



TERRY & MARIA HEUSER-GASSAWAY



DAREN & CRYSTELLE GATES



BRANDON & LINDSEY GIFFORD



BRIAN & BECKY GILLESPIE



KRISTANN GILLIES



CRAIG & LYNN GINES



BRAD & TOBI GIROUX



THOMAS & AMY GLENN



CARMEN GOLDSTEIN



JAY & DEBBIE GORDON



ADAM & LEAH GRAHAM



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DIAMONDS



MICAH & KRISTA GRANT



DARREN & ROSIE GREMMERT



CURT & CAROL ANN GUEST



FOUNDER KOR

BOO KYUNG HA



JIMMY & DEIDRA MEYER-HAGER



KIRK & JENNIFER HAMILTON



CLIFF & PJ HANKS



DR. SANDRA HANNA



EMILY HANSON



JIM & MARTY HARGER



AISHA HARLEY



NATALIE HARRIS



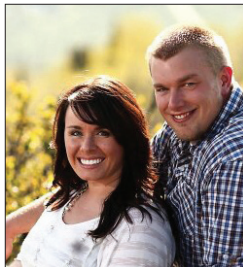
RYAN & JENYCE HARRIS



BRIAN & JEANNIE HARRISON



SCOTT & SHYANNE HATHAWAY



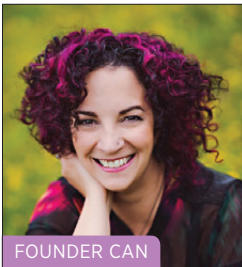
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JOE & LORI HAYES

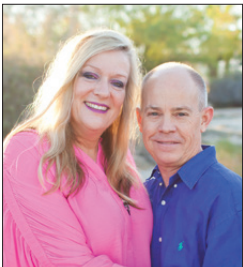


MICHAEL & JENNIFER HEATH



FOUNDER CAN

DR. MARISSA HEISEL



PAUL & TERI HELMS

DIAMONDS



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



JESSE & BREANNE HOUSTON



JENI HOUSTON



JASHIN & TANYA HOWELL



CHUN MING HSU & HSIN PEI HSIEH



JEFFERY & MIRANDA HU



FOUNDER TWN

CHIH LUNG HUANG



CHING YING HUANG



CHRISTY HUGHES



ALLISON HUISH



JENNI HULBURT



JULIE HUNDLEY



CHIA-HSUAN HUNG



HIROMI IKEDA



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DIAMONDS



FOUNDER CAN



JOSH JELINEO & BEBE  
MCFALL-JELINEO



SEASON JOHNSON



BILL & DEENA JORDAN



FOUNDER USA



STEVE & SANDIE  
JENSEN

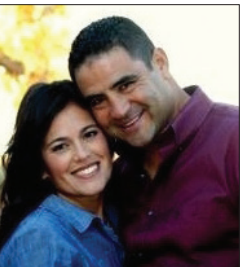


FOUNDER EU

MARIO JÖLLY &  
SABINE BUCHNER



HAGAN & DENA  
JORDAN

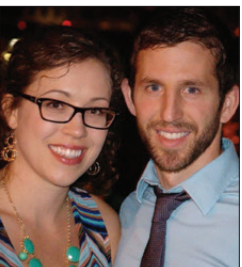


DALE & JENNIFER  
JARAMILLO



FOUNDER KOR

HABONG JEONG



JARED & RACHEL  
JONES



LISA JURECKO



JARED JARVIS



AARON & JESSA  
JOHNSON



LELAND & ROBIN  
JONES



CHIAH HO KAO



LAI JAUCHING



KILEY & NORA  
JOHNSON



RICHARD & LISA  
JONES



TZU YUAN KAO

DIAMONDS



FOUNDER JPN

MASAMI KAWAI



NICK & DYANNA  
KILLPACK



PAUL & NANCY KNOPP



FOUNDER TWN

HUA LIN SHOU & MIN  
JUNG KUAN



STANLEY HO & YEE  
MUN LAM



SEAN & CHELSEY  
KAYSE



CADE & DOMINIQUE  
KING



MIKE & MEGAN  
KNORPP



SPENCER & RETA  
KUHN



JON & DUQUESA  
LAMERS



JULIE WEINBERG &  
MEREDITH KELLY



MATTHEW & BAILEY  
KING



FOUNDER JPN

MIKI KOJIMA



PU LI KUO



DAVID & LOIS LANE



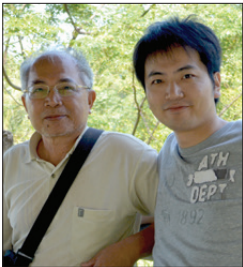
MIKE & KALLI KENNEY



MELISSA KING



DEBBIE KRAHN



WEN HUNG KUO &  
SHIH AN KUO



FOUNDER USA

NOLAN & PAT LEAVITT



DR. JENNIFER KEYS



SHAWN & LAURA KING



JOE & AMBER KROPF



MARY LAGASSE



MICHELLE LEBARON



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DIAMONDS



JOHN & CAROLINE LEE



CECIL & LIANA LEE



ZACH & KYLENE LESSIG



DR. DANIEL & KATIE LEVERENZ



CHAD & JODI LEWIS



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



YU JUNG LU



DWAYNE & TRACY LUCIA



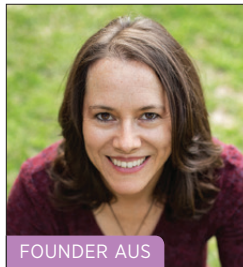
STEVE & TRACY LYMAN



BRETT & BROOKE MAGLEBY



JAMES & CYNTHIA MAGUIRE



TANYA MAIDMENT

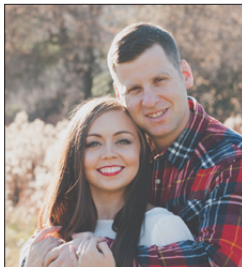


ALONTO & DESIREE MANGANDOG

DIAMONDS



ELIZABETH MARA



ZACKERY & STEPHANIE MARTIN



JULENE MARTINDALE



JOSH & KEELI MARTINEZ



JOHN & PATTI MASON



TERUMI MATSUSHIMA



SHOKO MATSUYAMA



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



KEITH & KERI MCCOY



JASON & SHARON MCDONALD



JEANNE MCMURRY



ROGER & CAROL-ANN MENDOZA



JERRY & PRISCILLA MESSMER



BECKY METHENY



DAVID & TAMMY MILLER



STEVE & KIMBERLEY MILOUSIS



SCOTT & ROBYN MITCHELL



MICHAEL & MELISSA MORGNER



PAUL & SOPHIA MORRISON



COURTNEY MOSES



JARED & NICOLE MOULTRIE



HOWARD NAKATA



JONATHAN & DEANNA NICHOLS



YOSHIFUSA NISHIDA



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DIAMONDS



FOUNDER JPN  
MITSUKO NOMIYA



ERIC & KRISSY 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



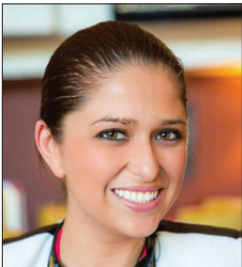
FOUNDER AUS  
JOHN & PAULA OVERBEEK



JOHN & KIM OVERPECK



ROBERT & JANELLE PARRINGTON



SANDRA PASCAL



JOHN & LAURA PASTERNAK



DR. JOHN & HEATHER PATENAUDE



MICHAEL & CYNTHIA PATIENCE



JAMES & CHRISTINE PAYNE



CHRISTINA PETERS & MICHELLE MCVANEY



SPENCER & LAURA PETTIT

DIAMONDS



BETH PHILLIPS



TRACY PRINCE



AUBREY PRUNEDA



SHANE & BROOKE PUGH



WILLIAM & ALICE RAHN



JACOB & ABI RAINES



JENNA RAMMELL



NICOLETTE REYNOLDS



ADAM & NISHA RIGGS



FOUNDER MX  
PATRICIA QUIROZ RIOS



ROB & REBEKAH RIZZO



JESSICA ROBERTS



CASEY & MELISSA ROBERTSON



JAMES & KELLY ROBISON



FOUNDER MX  
ALADRO RODRIGO & SOFIA LOPEZ DE LARA



BRITTANY ROSCHECK



FOUNDER AUS  
MICHAEL ROTHSCHILD



ANDREW & MINDY ROWSER



DEVOLA SAMUELSON



ERIC & GALE SANDGREN



ADRIAN & ROXY SARAN



STACEY SARROS



CARLYLE & KATIE SCHOMBERG



TENILLE SCHOONOVER



JULIE ANN SCOTT



DIAMONDS



HOON SEO



TOMAS & SUZETTE SEVERO



HELEN & MARK SHAW



MARK SHEPPARD & RANI SO



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



KIRK & LANA SMITH



WILL & MARCY SNODGRASS



ROBERT & SHARLA SNOW



JOHN & MANDY SOMMERS



BRANDON & STEFANIE STAVOLA



DAVE & CALLIE STEUER



JULIE STOESZ



PHIL & LEEANN STORK



MELODY STRAMPELLO



VICTORIA STRELNKOVA



DR. JEFF STYBA



WEN CHIANG SU & HUI YU HUANG



YU KAI SU & LING-EN HUANG



DR. MARA SUSSMAN & DWAYNE GRIM

DIAMONDS



YOKO TAKAKU



HIDEMITSU & YOKO TAKEDA



CHIEKO TAKEKAWA



CHEN CHIEN TANG & CHIAH LING LI



KELLY TAYLOR



AMY & DAVID THEDINGA



PRAMELA THIAGESAN



DAN & AMY THYNG



BILL & ERLEEN TILTON



JASON & ALLISON TRIPP



WILLIAM & MALISSA TROTTER



HAO HENG TSAI & HSIN YUN CHANG



STEPHEN & YVONNE TSAI



LYDIA TSENG



CHERIE & MAX TUCKER



FUMIKA UCHIDA



JENNIFER VASICH



CHAD & ESTHER VERMILLION



SONDRA VERRA



EDDIE & ANGELA VILLA



MATTHEW & NICOLE VINCENT



CATHI WAALKES



HEATHER WADE



ALAN & CHERYL WAELEBROECK



DAVE & KATE WAGNER



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DIAMONDS



CHAD & SUSIE WALBY



ERIC & SANDRA WANG



CHARLES & HELEN WANG



FOUNDER TWN  
WENDY WANG



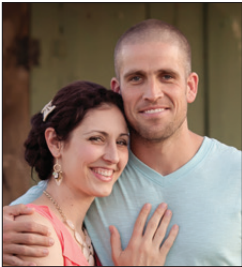
MARK & TAMALU WATKINS



ROGER WEBB



RICHARD & HEIDI WEYLAND



AARON & DR. RACHEL WHALEY



DALLON & EMILI WHITNEY



CHARLES & AMY WIDMER



DINAH WILSON



LISA WILSON



MIKE & JENNI WILSON



ROB & MELISSA WILSON



WENDY WILSON



DANELLE WOLFORD



DANIEL & AMY WONG



FOUNDER TWN  
TUNG HAN WU



ZHONG SUN & FUCHUN XI



FOUNDER JPN  
HIROKO YAMAZAKI

DIAMONDS



EDWARD & LINDA YE



MANDY YEUNG



ELENA YORDAN



FOUNDER JPN  
FUMIKO YOSHIMOTO



FOUNDER JPN  
MIHO YOSHIMURA



FOUNDER JPN  
YASUNORI YOSHIMURA



FOUNDER JPN  
ATSUKO YOSHITOMI

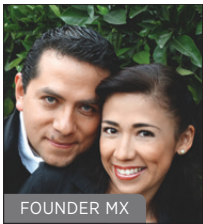


YUWEI FENG & CHANGPU YU

DIAMONDS NOT PICTURED:

HSUAN CHIU  
SOO BIN HA  
HO NIEN HUANG

PLATINUMS



FOUNDER MX  
OSCAR CORDERO & BRENDA ALTAMIRANO



KELLY ALVIS



LEANNA ANDRADE



JUSTIN & BRIDGET ARNOLD



DAWN BALKCOM



MACKENZIE BANTA



DEAN & CONNIE BARGEN



JEFF & TAMARAH BARTMESS



DEBBIE BASTIAN



CARLY BAUTISTA



ASHLEY BEANS



VICTORIA BENTLEY



PLATINUMS



PAUL & LISA BERGMAN



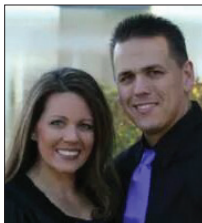
DOUGLAS & JANICE BITTNER



CRAIG & CONNIE BOUCHER



NATHAN & REBECCA BOWLES



JEREMY & MELISSA BRANSKE



MONICA BRAVO



CASEY & JAMIE BRODERSEN



PATRICK & KATHRYN BROWN



TONI BUNTING



ANNE CALHOUN



BRIAN & CHRISSY CARR



JONATHAN & AMY CARVER



SHUANG SHUANG CHANG



BING CHUNG CHEUNG



MEI YING CHIEH



TROY & DOROTHY CIVITILLO



MIKE & RACHELLE CLEARY



BRIAN & MERIDETH COHRS



ALICIA COTTAM



CRYSTY COVINO



ERIC & TIFFANY DAHL



RYAN & JAMIE DANFORTH



SUSAN DAVIDSON



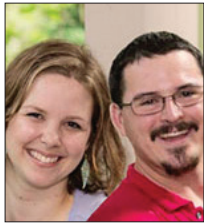
KEITH & KENDRA DAVY



VIVIAN DICKSON



ERICA DOLAN



LUKE & MAGGIE DUBOIS



SUSAN DYESS



DAVE & LIZ EATON



MARK & LINDSEY ELLIOTT

PLATINUMS



MICHELLE ELSTRO



CAROLYN ERICKSON



LUIS & CAROL ESTEVEZ



ROLANDO & JESSICA ESTRADA



CATE FIERRO



JASON & DR. JULIANA FILA



JAKE & JOANN FOWLER



MARCIA FRIACA



PAUL & STEPHANIE FRITZ



YOUKO FUJIMOTO



NATHAN & JOANNA GEIGLEY



VALERIEANN GIOVANNI



KARLA GLEASON



LUCY GONZALES-ROMERO



DR. ANDREW & RUTH GOUGH



LEON GREEN



DREW & LACEY GRIM



MELISSA GUTHRIE



KATE HAGEN



NATHAN & TASHA HAKEEM



GIADA HANSEN



ARIANA HARLEY



JASON & TRACY HARRIS



TODD HART



LOTUS HARTLEY



KRISTINE HAUCK



ALLISON HAYS



SUSAN HELZERMAN



SARAH HENDERSON



JESSICA HERZBERG



JON & EVE HEWETT



IZUMI HIGA



KEEVIN & TEISHA HINTON



PAULA HOBSON



MARK & TRICIA HOFFMAN



ADAM & CASSIDY HOLDSWORTH



dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



GREG & MELODY  
HOLT



BRENT & ANNIE  
HONE



JOY HORSEMAN  
HONE



FOUNDER TWN  
FU LUN HSIEH &  
CAROL SUNG



CORY HUGHES



BJ & MEGAN HUNTER



MICHAEL & NANCY  
HUTCHINSON



ROSE INGRAHAM



CHARLOTTE  
IRAGABA



BECCA JACKSON



CAROLINE JACKSON



TRISHA JACKSON



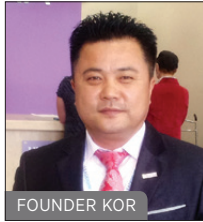
KURT & LINDSAY  
JENSEN



D'ARTIS & TIFFANI  
JONES



RACHEL JONES



FOUNDER KOR  
JAE HYEON JU



CHIAO EN JUAN



REBECCA KASELOW



KRISTA KEHOE



COLIN & JEN KELLY



KATE KETTLEWELL



NICOLE KEZAMA



JEROD & AMY KILBER



MIE KIRA



ROMMY KIRBY



CHRIS KIRSCHBAUM



CYNTHIA LANDES



PEGGY  
LANGENWALTER



FOUNDER SGP  
CHUA HONG LEONG  
& LAW SHU LI



SCOTT & JESSICA  
LAWSON

PLATINUMS



FOUNDER KOR  
JUNG HOON LEE



ARLA LEINS



HSIAO CHUN LIU



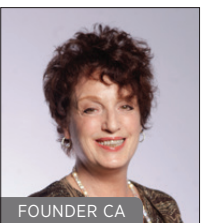
FOUNDER TWN  
WEN CHEN LO



TOM & ARI LOWER



HEIDI LUEKENGA



FOUNDER CA  
ADELE LURIE



BETTY MAGILL



MICHELE MALCHOW



RICK & EMILY MARTIN



CRIS & PATTY  
MARTINEZ



KEIKO MARUTANI



VICTORIA MCADAMS



JACLYN MCCORMICK



BRITTANY  
MCDONALD



SUZANNE MCGEE



LISA MECKLE



BRAD & ANGELA  
MELTON



DR. ALLIE  
MENDELSON



WENDY MENDOZA



ANGELA MOFFITT



GREG & DR. JULIE  
MONTGOMERY



FOUNDER MX  
LORENA ALVARADO  
MORALES



EMILY NAVAS



JODI NAYLOR



DR. MARTHA  
NESSLER



RAY & LAUREN  
NEWSOM



CHIKAKO NISHIMIZU



AMY NOWACOSKI



SARAH O'MAILIA



KAORI OKAMURA



ELAINE PARSELY



ANNA PENICK



JON & EMILY PFEIFER



JESSIE PINKERTON



BRITT PIRTLE & KYLE  
HESS



PLATINUMS



GERALYN POWER



JESSICA PRESS



WAYNE & HEATHER PULSIPHER



JANET RAMER



SUSAN REIS



MILTON & TIFFANY REPSHER



LINDA MARIE RICHARDS



BRAD & DARCI RICHARDSON



JENNIFER RICHMOND



WINDI RIFANBURG



SHAWN & AMANDA ROBERTS



CANDACE ROMERO



ERIN & KAREN ROUSH



JOANNA RUSLING



JESSICA RYAN



KAYLA SAVARD



JIM & SUSIE SCHIERING



JOSIE SCHMIDT



CHANCE & JENNIFER SCOGGINS



SAORI SEKI



AMY SELLERS



KEVIN & KESHIA SHEETS



LARRY & NIKKI SHORTS



KYMBERLEE SIMANTEL



ELENA SIMMONS



STEPHANIE SMITH



LAURA SOHN



THERESA SOUCY



JENNA STEPHENS



WADE & CHRISTINE STOLWORTHY

PLATINUMS



SHEILA SUMMERHAYS



SAMUEL & MELISSA TAEU



JOY TARPLEY



EVAN & ADRIENNE THOMAS



LAURANELL THOMAS



ANI TOROSYAN



BRIAN & AMANDA TRENT



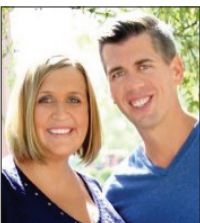
DUANE & CRYSTAL TUCKER



KARI UETZ



BILL & MARILYN VANDONSEL



BRAD & ASHLEE VANESS



ZACHARY & DANA VINEYARD



JOEL & SHERRI VREEMAN



JUSTIN & TARA WAGNER



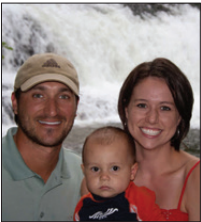
KENNETH & STEPHANIE WAHLBERG



JED & PAM WALDRON



WARREN & KELLY WALKER



BRENT & JENNY WALSH



BEN & MEGAN WARDEN



LANE & ANGELA WATKINS



TODD & JODI WEAVER



STEPHANIE WEBB



PAUL & DENISE WEBSTER



RANDY & SUMMER WHELCHER



HALIE WHITAKER



TONYA WHITLOCK



LORI WILLIAMS



ERIK & LINSEY WILT



FRED & MARTI WINKLER



CHING CHUN WU



MIDORI YAMAGUCHI



KEIKO YOSHIDA



KRISTI ZASTROW



SCOTT & LISA ZIMMER

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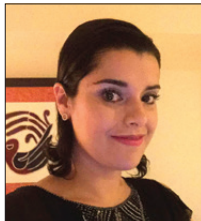
EMALEE DAME  
PAOLA Y SILVANO  
ESPINDOLA (FOUNDER  
MX)  
CHRISTINA GARDNER  
SUSAN GROBMYER  
MICHAEL & DAWN  
HUTCHISON

DR. KEVIN HUTTER  
KATIE KLINE  
CHING LIN  
MIN LIU  
KRISTEN PAONESSA  
KEVIN ZHOU



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



PENELOPE GARCIA  
GUTIERREZ ABOITES



LAURA ADAIR



MARTY & KINDRA  
ADAIR



AMBER ADAMS



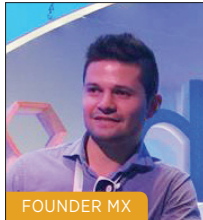
DENA ADAMS



LANE ADAMS



STEVE & JULIE  
AHLSTROM



CARLOS ALCANTARA



JAIME ALCONCONE



BRAD & KATHY  
ALLDREDGE



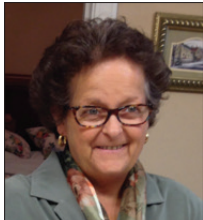
TODD & KIM ALLEN



LACEY ALLEN-  
DURAN



LYNETTE ALUOCH



DIANA ALWARD



CAROLYN  
ANDERSON



EVIE ANDERSON



GREG & CARMEN  
ANDERSON



JENNIFER  
ANDERSON



DR. KIM ANDERSON



MIKE & JESSICA  
ANDERSON



DEAN & KATHIE  
ANDRUS



GUY ANNUNZIATA



JENNIFER  
ANTKOWIAK



DAVID APOSTLOVSKI  
& ANDREA BAEZA



KISANE APPLEBY



ANGIE ARCHIBALD



LUZ MARIA  
ARGUELLES



MARK & JAIME  
ARNETT



ROBIN ARNOLD



NORMA ARIADNA  
MARTINEZ ARRIAGA

GOLDS



KEVIN & LAURELL  
ASAY



CHAD & JODI  
ASHFORD



JIMMY & ANGELA  
ATKIN



BARRETT & STEPHANIE  
ATKINSON



JENNIFER ATTAWAY



ROBYN ATTICKS



PETAH-JANE  
AUCKLAND-HALL &  
URA P AUCKLAND



ROBERT & KELLEY  
AUGI



BRENT & KRISTI  
AVERETT



ROBYN AZIMA



DENE & ROBERT  
BACA



KEITH & LORI BACON



RUSSELL &  
STEPHANIE BADER



JENNIFER BAER



ELIZABETH  
BAGWELL



BRIAN & AUDRA  
BAILEY



CAREY BAILEY



DESI BAKER



PERLA BALDEMAR



KEN & BONNIE  
BANKS



BAKTY & TAMAZEEN  
BARBER



LISA BARGE



JENNIFER BARNETT



ADAM BARRALET



MICHAEL BASILICATO



JAY & DR. JULIE  
BATES



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



CHRISTINE BELL



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GOLDS



JOE & ASHLEY BELL



SHANNON BELLFAUST



DARIO & NATALY BENITEZ



SARA BENNION



FRED & JANEICE BENSON



MICHELLE BENSON



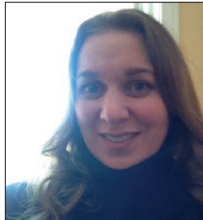
BEN & MEREDITH BERGERSEN



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



JOSH & KATHERINE BOGGS



LADONNA BONTRAGER



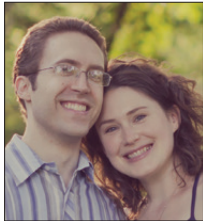
KATHY BOONE



LOURDES BORNACINI



RUTHI BOSCO



ANDREW & MARYANNE BOULINEAU



MARCELA BOWIE



FOUNDER EU  
BECKY BOWLES



MICHAEL & MICHELLE BOWLES



MARK & JACKIE BOWMAN

GOLDS



KAREN BOYD



DEBI BOYLE



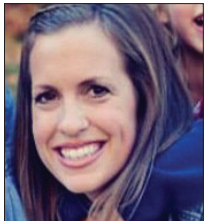
FOUNDER CAN  
JONI BRADLEY



HEIDI BRAMM



JARED BRANDT



STEPHANIE BRASPENNINGX



BROCKNIE BRAY



MIRIAM BREWER



SCOTT & LEESA BRIDGES



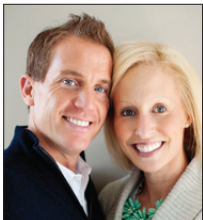
ALLISON BRIMBLECOM



ADAM & ANN-MARIE BRINGHURST



JEN BROAS



JACOB & AMANDA BROOKS



ELENA BROWER



JODY BROWN



DON & CINDY BROWN



KEVIN & LATARRAN BROWN



MELISSA BROWN-VANSICKLE



JESSE & BETHANY BRUBAKER



RONAI BRUMETT



MAUREEN BRUNDAGE



BEN & CAMI BUCHTA



KRISTEN BUCHTA



MICKEY & KORINA BUEHRER



WILLOW BURKE



BRIAN & APRIL BURNETT



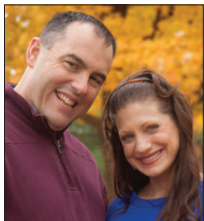
DEBBIE BURNS



MARCIE BUSH



MATT & DEANA BUSHMAN



SCOTT & HANNAH BYERS



LISA BYRD



STACI CAHILL



MIGUEL & STEPHANIE CALDERON



JON & AMY CALDWELL



ISABEL & DANIEL CALKINS



ROGER & LORI CALL



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GOLDS



CHRISTINA CALLAN



DAWN CALVINISTI



ALISIA CAMPBELL



LORALIN CAMPBELL



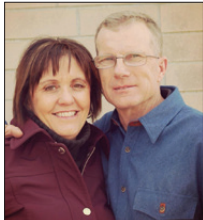
AMBER CAMPION



JEREMIAH & KIM CAMUSO



JENNIFER CANCINO



BILL & DONNA CARD



HEATHER CARLSON



FOUNDER MX  
GILDA ESTRADA CARRANZA



RACHEL LEE & DARYL CARTER



ANNA CASH



FOUNDER MX  
ANA PAULA CASTILLO CUEVAS



DOUG & RACHELLE CASTOR



ANDREA CAUFFMAN



LACEY CHALFANT



JACOB & GERI CHANDLER



CHING YIN CHANG



HSIN TING CHANG



TSU WANG CHANG



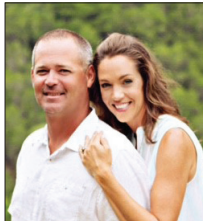
HEATHER CHASEY



SANDY CHASTEEN



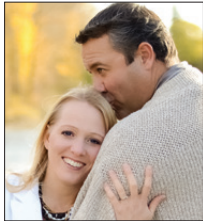
HSIU WEI CHENG



MICHAEL & AUDRA CHESTER



SHU CHIN CHIANG



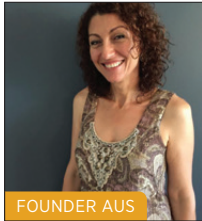
DAVID & JACLYN CHILD



FOUNDER SGP  
JOYCELYN CHUA & TONY CHIN



YEN CHIUMAN



FOUNDER AUS  
TERPSY CHRISTOU



GABRIEL & TIFFANI CISNEROS

GOLDS



DAPHNE & DARRIN CLARK



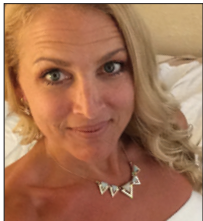
NIC & JESSICA CLARK



MONIQUE CLARK



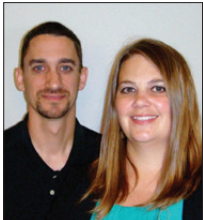
STUART & CARLIN CLARKE



NIKKI CLEARY



NIKKI CLOUD



JASON & JODI COBB



FOUNDER CAN  
ALLISON COCHRAN



MIKE & LISA COLETY



AMIEE CONNER



REBECCA CONOVER



CESAR ARMANDO CONTRERAS



KARI COODY



CINDY COONS



KATHY CORDELL



ELIZABETH CORTES



GABRIEL COSTA & CHRISTINA TOTH



TOM & ANITA COTTAM



JEFF & COLLEEN COTTERELL



CRAIG & KRISTIN COTTLE



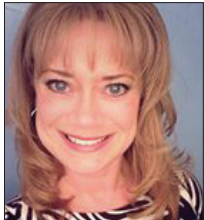
TERESA COYNE



LUISA CRANE



SPENCER & APRIL CRAWFORD



CHRISTINE CREEL



RICH & BARBARA CROCE



BRANDI CROSBY



CINDY CROSBY



LISA CUSANO



HEATHER DAHLSTROM



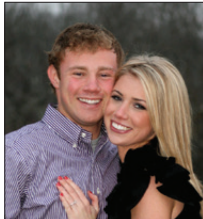
MONIR & TANJA DANIELS



MATHEW & OLIVIYA DAUGHERTY



SHELLY DAUGHERTY



ANDREW & BRITTANY DAVIDSON



GLEN & TERRI DAVIS



LUCINDA DAVIS



PAULETTE DAVIS



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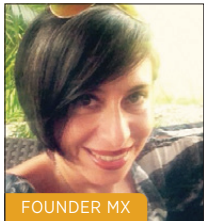
GOLDS



MARQ & BRI DAWKINS



JOYCE DAY



FANNY MILLAN DE LEON



GUILLERMO & IVONNE DE SUAREZ



JARED & MINDY DEGRAFFENRIED



SARAH DEGROFF



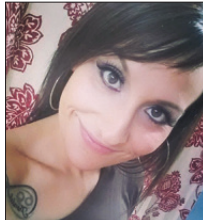
DIANNE DELREYES



NANCY DENSMORE



SARA DEREK



ERIN DESANTIS



ISAAC & LINDSEY DEURLOO



VICKIE DICKSON



ROGER & MARILYN DIDERICKSEN



STACEY DOLAN



MIKE & KELLY DOLLINGER



ANDREW & JEFFREY DONOVAN



BRIAN & KRISTA DOVE



JULIE DRIGGS



HELEN DUKE



JUSTIN & LELIA DUKE



MICHELLE DUNNE



CANDACE & SUSAN DYER



MARIAN EDVARDSEN



JAMES & ERIKA EDWARDS



JEFF & GINNY EISEMAN



BOB & JANICE ELLIOTT



VIVIAN ENGELSEN



SHANE ENGLAND



ULRIKA ENGMAN



DOT ENSLEY

GOLDS



CHRISTIAN & ELISABETH ENSOR



SUSANA ESCOBAR



MICHELLE ESPER



FERNANDO ESPONDA



JEFF ESSEN



MATT & RYANN ETTER



JULIE EUBANKS



DARNIE EWART



HALEY FACHNER



MARIA FAHRNER



EMILY FALCONBRIDGE



SALLY FARB



SALLY FARNICK



MANDI & JACK FELICI



DEBORAH FERRARIS



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LYNN FINGERHUT



THERESA & LEAH FISHER



MARK & TIFFANY FLAKE



GLENDA FLYNN



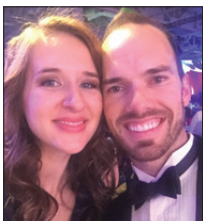
RONDA & BLAIR FORRESTER



CATHY FORT-CURRIGAN



TAMMY FOSSETT



BRADLEY & ALANNA FRANKLIN



LACEY FRANKLIN



DEVAUGHN & KELLY FRASER



KRISTIN FREEMAN



JENNIFER FRINK



GERRY & CHRISTINA FROESE



NATHAN & KRISTEN FUCHS



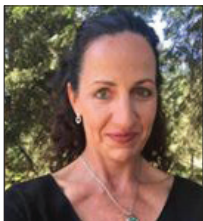
STEFANIE FUNK



THERESA FURLONGE



LISA ANNE GAFKJEN



LESLIE GAIL



KENNY & LINDSEY GALE



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GOLDS



LUIS & ITZEL GALLEGOS



VICKI GALLOWAY



JUDY GANN



MEAGHAN GANNETT



VINCE & TERESA GARCIA



KATE GARLAND



JAKE & LINDSEY GARRISON



ROGER GARVIN



MICHELLE GAY



FOUNDER NZ  
ANGELA GEEN



TAMARA GERLACH



MICHELLE GETZ



RACHELLE GIBSON



LUIS & EMILY GIL



TIM & KAREN GILROY



ELIZABETH GIULIACCI



DIANE GJELAJ



KATHRYN GLADER



CHRIS & KRESTA GLASER



DR. CYNTHIA GLENDENING



KIMBERLY GO



TESS GODFREY



KATE GOLDSTEIN



RACHEL ADAMS GONZALES



MAYRA GONZALEZ



FOUNDER MX  
ERICK & EDGAR GONZALEZ



CRAIG & SHEILA GOODSSELL



BÉNÉDICTE GRAF



MELODIE GRAMMONT



VANESSA GRANATA

GOLDS



JAROM & HEATHER GRANT



JANIS GRAZIANO



KACEY GREEN



AMY GREGERSON



NATALIE GREIG



TODD & RENEE GREMPEL



EDWARD & CARY GRIFFIN



KENT & ELLEN GRISWOLD



KAREN GRIZZLE



MICHELLE GROSS



JODI GRUBBS



KARI GUEGOLD



LYN & PETER GUERIN



KIM GUILLORY



LINDSEY GUNSAULS



JAVIER & DEANNA GUTIERREZ



KAREN HADLEY



FOUNDER EU  
JÜRGEN & MARTINA HAKENJOS



MATTHEW & ANNA HALES



RYAN & KENDRA HALES



MATTHEW & SEANTAY HALL



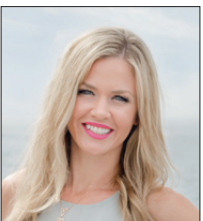
MICHELINA HALL



TERESE HAMILTON



TROY & KRISTEN HAMILTON



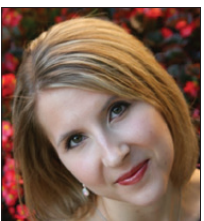
LINDSAY HAMM



JIAN HAN



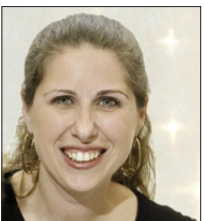
PEGGY HANDERHAN



ABIGAIL HANSEN



STANFORD & HEIDI HAO



DANIELLE HARDEE



FOUNDER EU  
MATTHIAS & MOANA HARDER



KERRY HARPER



DAVID & JOLENE HARRIS



ALICIA HASHEM



GARTH & JULIE HASLEM



FOUNDER CAN  
BERIC & LORI HAUKAAS



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GOLDS



BLUJAY HAWK



JODY & SHEENA HAWKS



TERRI HAYS



KIM HAZEN



MIRANDA HEBERT



ELLIE HEDLEY



TONYA HEFT



KRISTIN HELTON



EUGENE & DIANA HENKEL



WAYNE & JENNA HENRIE



LISA HENTRICH



KARLI VON HERBULIS



FOUNDER MX  
JUAN CARLOS HERNANDEZ



MIKE & BETH HICKS



ED & SARAH HILDEBRAND



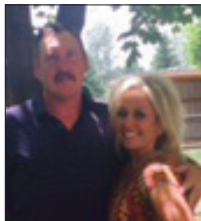
DANNY & LEANNE HILL



JASON & STEPHANIE HILL



MAGGIE HILL



LEONARD & DANIELLE HILLMAN



FOUNDER CAN  
LEE HINDRICHS



HOLLY HIRT



KORY & ANA LEE HJELM



ELIZABETH HO



GREGORY & SUSANNA HOBELMAN



DAVID & JENIFER HOEHNE



SHALEEN HOGAN



NATHANIEL & DENA HOLMES



LINDSAY HORLANDER

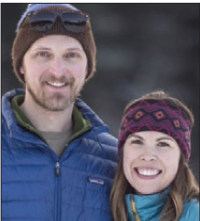


FOUNDER MX  
OSVALDO HOSORNIO & CAROLINA CEREZUELA



JACQUELINE HOWELLS

GOLDS



JEN & MARTY HOYORD



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



SCOTT & TONI JAEKEL



JASMINE JAFFERALI



LINDSEY JAFFERALI



FOUNDER EU  
SABINE & HARALD JAHN



TREY & AMY JAMES



EUN-JI JANG



AARON & HEIDI JOHANSEN



ALICEN JOHNSON



PAUL & MELISSA JOHNSON



JOLIE JOHNSON



NANCY JOHNSON



SARAH JOHNSON



TONY & DONETTE JOHNSON



TRACY JOHNSON



FOUNDER EU  
MELITTA JÖLLY



STACY JONES



GORDON & RENEE JONES-LAWSON



RACHEL JOOS



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GOLDS



DRS. JORDAN & TRACEY SMITH



NOELLE JOYE



DO GYEOM JUNG



KYUNG AEE KANG



LEAH KARRATTI



JAMIE KASARDA



YOKO KAWAI



RAMONA KELLER



KRIS KESKE



SHERI KEYESKI



BRIAN KIEL



HYEON JUNG KIM



YOUNG SUOL KIM



RYOKO KIMURA



RASHELLE & TRAVIS KINCAID



CAROL KING



CORY & KELLY KING



CHRIS & TARA KINSER



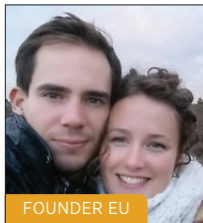
KENTA KIRIYAMA



JANI KNOX



YASUKO KOBAYASHI



WILLEM-PAUL & LOUSSANNA KOENEN



DEAN & TERESA KOERNER



MICHIYO KOIDE



ELIZABETH KOLOGY



YOLANDA KOOLE



JENNIFER KOURTEI



JENNA KRAHN



TIFFIN KREGAR-BRYANT



JAMES & KRISTEN KROPF

GOLDS



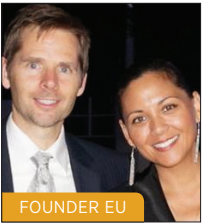
JENNIFER KUCK



FREDDY & MANDY KUHN



MICHELLE KUNTZ



JON ERIK & LYNN KVAMME



STEPHANIE LADEAUX



EILEEN LADWIG



ALLEN & HEIDI LAFFERTY



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



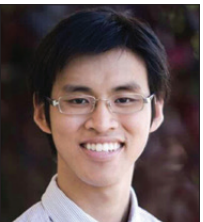
JANYCE LEBARON



ENG KIAT LEE



IN GYEONG LEE



JOSEPH TIN WAI LEE



REN-MIN LEE



CHRISTIAN & ALLIE LEFER



DIANE LEFRANDT & JESSICA SMUIN



VAL LEIGHTON & DARYL TREMBATH



ANNE LEININGER



TARA LENDER



REBECCA LEONARDES



LISA LERMITTE



CHUCK & CHRISTINA LEROSE



SUZIE LEROUX



AMY LEUNG



HSIU WEN LI



ZHAO LIE



HSIAO-CHING LIN



YU TUNG LIN



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GOLDS



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 SGP  
LEE SEANG LOOI



FOUNDER CA  
CLAUDIO GIOVANNI  
LOPEZ



LINDA LORD



ANALEAH LOVERE



SHELLY LOYD



CHARLENE LU



PEI CHEN LU



ERICA ELDRIDGE  
LUCAS



BEN & MARIA  
LUEBKE



JEN LUKE



LISA LUKE



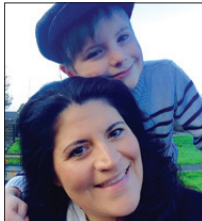
MARY LUNDSTROM



TONY LUPESCU &  
BIANCA RODRIGUEZ



LISA MACHAC



DEBRA MACKLIN



TRISH MAHONEY



KATHERINE MANCHA



VICKI MARCUS



JULIE MARGO



MILTON MARIN &  
CAROLINA MUNOZ



FOUNDER CAN  
KARLENE MARKHAM



FOUNDER EU  
LENKA MARKOVA

GOLDS



BERNY & JANET  
MARQUEZ



ANITA MARRIOTT



AMY MARTIN



KYLE & AMY MARTIN



LAUNA 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



SEAN & ALICIA  
MCBRIDE



COLLEEN  
MCCARTNEY



MITCH & ANNA  
MCCLARY



JENNIFER MCCLURE



GINA MCCONEGHY



CHRISTINE MCCUE



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



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



JIM & AMY MILLER



KAREN MILLER



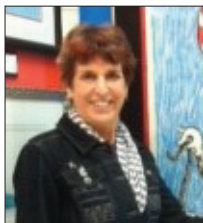
TERESA MILLER



MICHELE MILLER



JUDI MINCKLER



HARRIET MINICH



SERENA MITCHELL



AKIKO MIZUTANI



BETTINA MOENCH



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JOE MONKMAN



CRAIG & KIMBERLY MOORE



NANDI MOORE



ANDREW & TIFFANY MOOSMAN



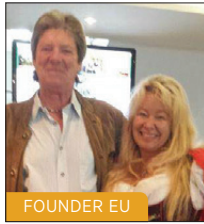
SHANNON MORGAN



SHANNON MORGAN



HARUMI MORITOMO



HELMUTH & VERA MÖRWALD



NATASHA MOSES



CAROLYN MOSHER



ABBY MOULTON



JANELLE MUELLER



MARY LOU MULCAHY



SRI MULYADI & PAUL FILMER



BERIT MUNRO



ETHAN & JUSTINA NADOLSON



YUKARI NAKAGAMI



HOLAN & CASSY NAKATA



NORIKO NARUKAWA

GOLDS



ANDREA NATELBORG



ILEANA NAVARETTE



CAROLINE NAVARRO



LISA NEEDHAM



DARA NEELEY



KATELYN NEIL



DEVORAH NELSON



ROB & HELEN NELSON



RODNEY & AMBER NELSON



KAYLA NEUBAUER



CHRISTIAN NEUDEL & GABRIELA HÄUSSNER



MICHELE NEWPORT



JULIA NICHOLSON



JOSH & SHANNAN NIELSON



JONATHAN & AMANDA NOBLE



RYAN & JAIME NORRIS



JAMES & SHERI NORTON



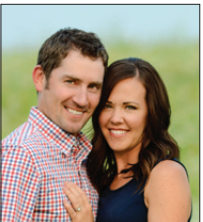
MELISSA NORTON



RENEE NOVELLO



KIERSTIN O'BRIEN



SARA O'BRIEN



ANNIK O'MALLEY



ALAN & BARBARA O'NEILL



KERY O'NEILL



JOCELYN OADES



FRANK ODDENS



ANNA OFFMAN



DEBBIE OHLS



YUI OKUMURA



BROOKE OLIVER



JOHNNY OLIVERIA & MARISSA JOHNSON-CSIMMA



ROBERT & HOLLY OLMSTEAD



TAMMY OLSEN



WADE & KRISTIE OLSEN



HOLLY ORGILL



DEBBIE OROL



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



PETER & SARA OSBORN



LESLIE OSBORNE



KAREN OSBURN



JENNY OTIS



CHRISTOPHER & AMY OUELLETTE



JOEL & SUZI OVERSTREET



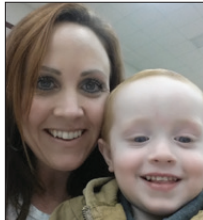
RONNIE & BONNIE OWENS



TERRI PACE



RONNIE & LYNNEA PADGETT



SKYE PAGE-SMITH



TRAVIS & SARA PALMER



ASHLIE PAPPAS



HA PARK



MARANATHA PARKE



BRADY & HILLARY PARKIN



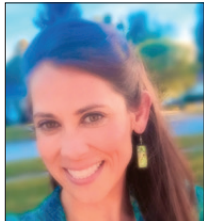
COURTNEY PARKINSON



PAMELA PARKINSON



KELLI PARRISH



DANIELLE PARTAIN



ESPIE PASIGAN



JASON & RACHEL PASSINI



SUSAN PAUL



KYLE & KATEE PAYNE



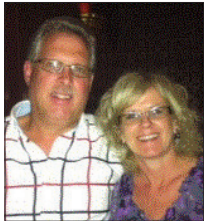
SARAH-JANE PEPPER



MARLENE PEREDA



SHEEN PERKINS



TOD & ANN PERRY



MARIAH PESKIN



CHRISTA PESSIN



MIKE & ELAINE PETERS

GOLDS



STEPHANIE PETERS



PAUL & ABBY PETERSEN



BETH PETERSON



BETSY PETERSON



TIM & BRENDA PETRU



BRONWEN PIERSON



ANGELA PIJANOWSKI



JENNIFER PINTER



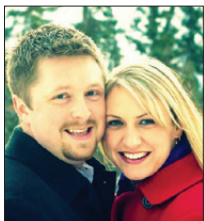
IAN POWELL & MAYU KAWATA



MAYRA POWERS



ALLISON PREISS



CHARLEY & JESSICA PRESTON



CINDY PRICE



STEPHANIE PRICE



MATTHEW & RACHEL PRIMEAU



DANIEL & TIFFANY PROVINCE



JENNETTE PULECIO



DALE & SUSAN PURDY



JOSEPH & CATHERINE PUTUTAU



DIEGO MUÑOZ QUIROZ



KERRI RAMIREZ



LACEY RAPOSO



CHERYL RASMUSSEN



CORRIE RATZAT



ELIZABETH RAYL



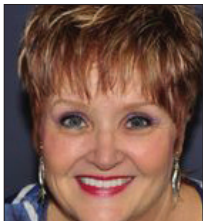
LESLIE READER



HANNAH REASONER



JEFF & HOPE REASONS



MARSHA REAVES



TAMI REDMON



ANGELA REED



LARISSA REED



MEGAN REEVES



BRAD & LILLY REID



BRYAN & JENNIFER REMBOLD



BARBARA REMPEL & DAL BRYANT



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GOLDS



KATERI REYES



RUTH REYES



KRISTEN REYNOLDS



TRACY RHODES



JILL RIGBY



LORI RINALDI



DAN & JAMIE RIP



BRUCE & SARADEL RIRIE



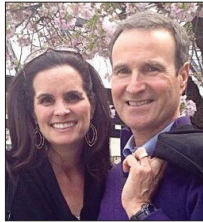
ELAINE RISER



MARIE RITTENHOUSE



VANESSA ROACH



CRAIG & MARY ROBBINS



ELLIE ROBINSON



ANN RODMAN



PHIL & WHITNIE ROGERS



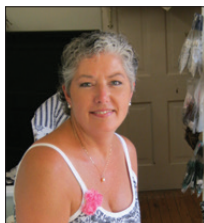
FOUNDER MX  
PAOLA SALDAÑA ROJAS



DAVID ROOKSBERRY



DEBORAH ROSE



KEMMERA ROSEMA



FOUNDER CAN  
CORT & KARLI ROSZELL



JORDAN ROTH



LORI ROTHSCHILD



LUANN ROUNDY



BRYAN & VICTORIA ROWLAND



RITA RUNNELS



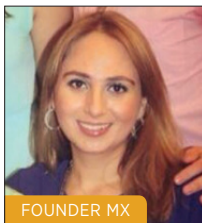
ANDREW & KRISTY RURYK



DAVID & DENETTE RUSSELL



ANDREA RYAN

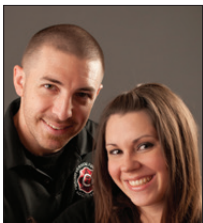


FOUNDER MX  
ANA PAOLA SALOMON BULOS



RYAN & JANESSA SALSBERY

GOLDS



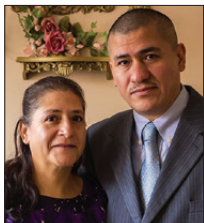
JAMES & MISSY SANDERS



CARLA SANTIAGO



RUI & JEANA SANTOS



IGNACIO SANTOYO & SILVIA MARTINEZ



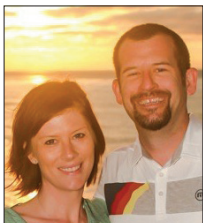
FOUNDER CA  
ISIDE SARMIENTO



SADIE SAVANT



LESLIE SCHMIDT



SARAH & ERIC SCHMIDT



JEFFERY & MARLISSA SCHOONDERWOERD



FOUNDER EU  
SUSAN SCHUH



DAVID & TERRY SCHULMAN



LAUREL SCHUMAKER



ROGER & PAMELA SCHWARZ



FOUNDER CAN  
JANE SCHWEITZER



DENICE SCHWENDEMAN



ROBERT SCOTT & MARYSE OKANO



JUDITH SEARS



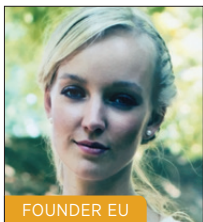
KAZUMI SEKIGUCHI



TERRI SELDON



NANCY SERBA



FOUNDER EU  
TJASA SERCER



PAULA SEVENICH



HEATH & CALIE SHACKLEFORD



REBECCA SHAFFER



BETH SHAW



JENNIFER SHAW



CHRISTOPHER & EMILY SHAWCROFT



EUN YEONG SHIN



ISABEL SHIRLEY



JOAN SHODAI



MARY SHORT



MIRANDA SHROUT



AMI SHROYER



KIMBALL & YUKO SHUTE



KATRINA SIKORA



JON & HOLLIE SILBERHORN



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GOLDS



AMANDA SILICH



MARILYN SIMMONS



MICHELLE SIMMONS-BROWN



ROBYN SIMON



WADELL & ALICIA SIMON



JODIE SIMPSON



KATIE SINGERY



MARY SISTI



ANGELA SKINNER



CARRIE SKLUZAK



DIANNE SMITH



DONELLE SMITH



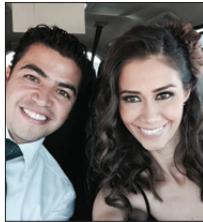
HEIDI SMITH



KALI SMITH



RAMONA SMITH



BERNARDO IVAN PONCE SOBREVILLA & MARIA FABIOLA MOCTEZUMA MEDINA



MORGAN SOMERS



KIM YOUNG SOOK



JOHN & JENNIFER SORENSEN



ERIC & HEATHER SORG



RENE SPALEK



DON & PATTI SPIEGEL



ELMER & RENE SPIRES



MEGAN SPOELSTRA



ASHLEY SROKOSZ



KIM STAFFIERI



ALYSSA STANLEY



JESSICA STAPP



DAVID STEPHENS



JASON & ALICIA STEPHENS

GOLDS



TAMMY STEUBER



DENNIS & JANETTE STEVENS



DAMON & PRISCILLA STEWART



GARY STEWART & VERONIKA WETTSTEIN- STEWART



JODY STONE



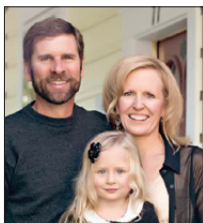
CYNDEE STRAHM



ELDON & MARJORIE STRAHM



GREG & NORMA STRANGE



JAMES & TAUNYA STRUHS



CJ SUGITA-JACKSON



JENNIFER SUN



SHARLENE SUTTAR



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



ELIZABETH THOMPSON



DR. LYNN THOMPSON



PER THOMSEN & ELIN HEMNES



PATTI TINHOLT



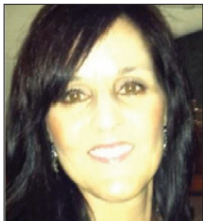
JUSTIN & TRACY TIR T



JASON & MICHELLE TOLBERT



LUCAS & NIKKI TOPHAM



BECKY TOTH



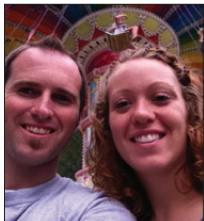
GLENN & JESSICA TRAVIS



RUBEN TREVINO & AMANDA POLA



CARLA TRIGO



RUSSELL & MELISSA TRIPLETT



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GOLDS



GINA TRUMAN



VICTOR TSAI



HUI YIN TSANG



FANG CHING TSAO



DEBBIE TUTTLE



BYRON & RENEE  
TWILLEY



BETH UNDERHILL



JAMES & SUZANNA  
UNDERWOOD



JENNIFER  
UPCHURCH



MEMO & KIM URETA



MEGAN USHER



RYAN & MELISSA  
VALLELUNGA



JILL VAN PROOYEN



ALISON VAN  
ZANDBERGEN



WAYNETTE  
VANFLEET



LAURA VARNADORE



ANNA VAŠKOVÁ



JEN VAUGHAN



CYNTHIA VELEZ



ORLANDO & MELODIE  
VIAFRANCO



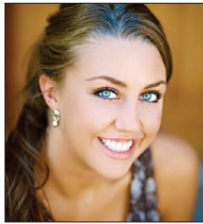
CAROLINE VINAL



ELENA  
VINOKOUROVA



JOSHUA & LEANN  
VIPPERMAN



BROOKE VREEMAN



MICHAEL &  
BEVERLEY WAGNER



REAGAN & HEATHER  
WAGONER



LORINDA WALKER



JAIME WALSH



LEAH WALSHAW



LIZ WALTERS

GOLDS



PEI CHEN WANG



MICHELLE WARD



LANA WARNER



BROOKE WARTELL



NATHAN & KAROL  
WATKINS



RYAN & JODI  
WATSON



TOM & BECKY  
WATSON



DANA & DAVID  
WATTS



ELISABETH WATTS



KAREN WELCH



RYAN & TARA  
WERNER



LYNDSLEY  
WESTERMEYER



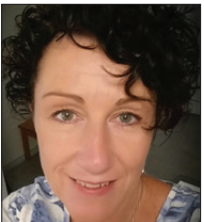
BRETT & GAYLE  
WHEELER



BRETT & DEBORAH  
WHITE



LEON & BONNIE  
WHITE



GINA WHITELAW



RON & LIZ WILDER



JOANNE WILHELM



HARMONY WILLIAMS



DEREK & SUZANNE  
WILLIAMS



FELICIA WILLIAMS



DEBORAH  
WILLIAMSON



GEORGE & NORMA  
WILLOCK



KEVIN & JULIE  
WILSON



VICKI WILSON



TRAVIS & STEPHANIE  
WINGER



RHIANNA WISDOM



CARLIN WOLFE



JOHN & CHRISTINA  
WOMBLE



NEAL WONG & LISA  
NAKAMURA



SCOTT & SUSAN  
WOOLEY



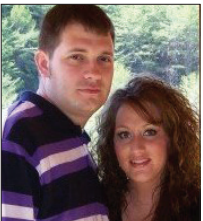
DENA WOULFE



MICHELE WRAGG



LANCE & CHRISTY  
WRIGHT



JOHN & JESSICA  
WRIGHT



YI TE WU



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GOLDS



XUE MEI WU & WAIYIP  
GILBERT CHENG



STACEY WYNN



DR. BRENDA  
YANOFSKY



YUKO YAGUCHI



DAVID & CLAIRE  
YARRINGTON



YIT LI LING



EUN MI YOO



MAKI YOSHIDA



YOUNG SUL YOU



DRS. DAVID & EMILEE  
YOUNG



CHING AN YU



YUEH HUA YU



SANG MOK YUN



TOMOKO YUTAKA



RAVEN ZAAL



ALAN & LINDA  
ZACHARY



MICHAELA ZACKOVA



TANIA ZAETTA



CRISTINA & PETER  
ZAKIS



JEDIDIAH & KATIE  
ZAYNER



ETHAN & CHRYSTELLE  
ZIMMERMAN



PATRICK & KIMBERLY  
ZOMER



DIANA FALLENA  
ZONANA

GOLDS NOT PICTURED:

- JENNIFER ANDERSON  
ADRIENNE ALLEN  
DON & LYNDA ASHCRAFT  
CHRISTI BARRUS  
JAYNA BAUER  
REBECCA BOTTS  
JOSEPH BRUMETT  
ASHLEY CAMP  
NOELLE CARROLL  
TAN LUI CHEUNG  
CAROLYN CHUPP  
LEILA CLARK  
DAN CONRAD  
JOSEPH & MELISSA COOK  
HOLLY DAVIS  
AIMEE DECAIGNY  
LISA DEGRASSE  
COURTNEY DEVRIES
- JILL DIEME  
SHAWN DILL  
MELISSA DIXON  
SOPHIA DUNN  
ADRYAN DUPRE  
MARK ERICKSON  
SCOTT & BETH FENTON  
RITA FLEYSH  
BRIAN & TRINA GORSETH  
SHELLY GRAEWIN  
PATTY HAESSIG  
DANIEL HAMILTON  
SARAH HARDIE  
STACEY HART  
JOSHUA & JENNIFER HESSE  
HEIDI HIGGINS  
BRIANNA HOLBROOK
- BARON HOLT  
YUE WEN HSIEH  
WEI CHIEH HSU  
YEN CHIH HUANG  
YIN CHEN HUANG  
TENLEY HUSTE  
KUMIKO ITOU  
GWANGSUN JANG  
DENISE JANSSON  
SARAH JENSEN  
IN SEO JUNG  
YEONG MOON JUNG  
HEIDI KING  
CHIH LAN  
ALISHA LATOUR  
YI CHEN LIN  
MIN YIN LIU  
LI MAN KAY MANNIX
- ELIZABETH MATSAKIS  
GARY & KATHRYN MCGIVEN  
HEATHER MCKINNEY  
SARA MOLINA  
CARTER NIELSON  
JEFFREY NYMAN  
KRISTIN O'DELL  
DEBBI PACHECO  
JACK & CATHERINE PARSONS  
TYALEE PENDLETON  
CYNTHIA PORTER  
MATTHEW & KATRINA  
POTTER  
SHERRI PRICE  
KELLEN & KRISTIN PURLES  
MYRA QUINN  
KIMBERLEY REID
- RELEAF  
JAMILA REMINGTON  
JULIE RENEER  
MICHAEL RIDEOUT  
JENNIFER ROBERTS  
AUDRA ROBINSON  
PHILLIP ROGERS  
PHILIP & JENINE ROLFE  
CARMEL SAKRZEWSKI  
SHARON SCHAFER  
MARISSA SCHULTZ  
RUSSELL & JOHANNA  
SHARPE  
KIM & DARREN SMADIS  
TIFFANY STANGER  
NEIL & CORRINE STOKOE  
STEVEN & CAROLANN  
STREAM
- RYAN & BONNIE SWING  
BILL & MEAGHAN TERZIS  
GLYN & JONI THOMAS  
TAMARA THORN  
CALVIN & SANDRA TIETJEN  
JEFF & LINDA TILLEY  
SHAYLA TILTON  
MURRAY TRIPLETT  
JESSICA TUNIS  
ASHTON VAN WEY  
CARRIE VITT  
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 FEBRUARY 2016.



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Pleasant Grove, UT 84062  
1 800 411 8151  
www.dōTERRA.com

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UTAH

Place FCS Logo in this area.  
Strip out white background  
and reverse logo out of  
background in white.

