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cover story

NEW PRESIDENTIAL DIAMONDS
Jeff & Jen Frey

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**What were some of the challenges you had to overcome on your way to Presidential Diamond?**

**Jen:** As you continue to grow through the ranks, there are changes that you have to make. You have to step out of your comfort zone and learn to be uncomfortable in order to go to the next step. There’s obviously more weight on your shoulders since you move to the next level and there are more things you have to take on. I think personal development is a big thing. You need to keep plugging into your personal zone and learn to be uncomfortable in life. We just want to let people know that they’re not alone.

**Keep it simple.** Don’t get sidetracked, confused, or mired down in the mud. There’s no magic bullet. There’s no free ride. There’s no get-rich-quick scheme. It’s just simple, consistent effort every day.” – Jeff

**How have you learned to balance running your business and taking care of your family?**

**Jen:** When I first started, I felt like I was doing this 24/7. Even though I was a homeschooling mom, I could still have my phone with me and answer questions. I just felt like I needed to be available to everyone all the time and that was the only way to grow the business. It took a while to shift my mind to create some boundaries so I could maintain healthy relationships with my family. Over time, I’ve definitely learned that sometimes I just have to let it go. The beauty of this business is you can work when you need to work and stop when you need to stop. It gives you the ability to attend all of your children’s games because you can make your own schedule. Sometimes there are sacrifices you have to make, but you get to make those choices. You have to make sure to take the time to put your phone and computer away and decide that you’re not going to answer calls, texts, or emails when it’s family time.

**Jen:** I’ve learned that a lot of people’s panics really aren’t urgent. Most things will still be there tomorrow. We’re certainly there for everybody and we certainly want to nurture and help everybody grow, but we’ve got to make sure to prioritize our time. We want to show our team that and help them do the same.

**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?**

**Jen:** When you see that light bulb come on for families when they discover these alternative solutions—it’s giving back in a way that you can’t explain in words. It just warms the soul. They discover these alternative solutions—it’s giving back in a way that you can’t explain in words. It just warms the soul. They discover these alternative solutions—it’s giving back in a way that you can’t explain in words. It just warms the soul.

**Jeff:** dōTERRA gives you the opportunity to teach future generations about an alternative way to take care of themselves, and we’re not done yet. There’s just so much opportunity to help people and I don’t see us ever slowing down. It allows us to live our life purpose because we can help people with healthier, happier lives and dōTERRA itself.

**BELIEVE IN YOURSELF.** Stay focused and don’t sell yourself short. You have to believe in yourself and dream big. Just move forward and don’t let the negatives get in the way. There are so many more positives than negatives on your journey. You’ll be someone that you can’t even believe as you grow through these ranks. It’s such a big journey and I think everyone needs to take it.” – Jen

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

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**KEEP IT SIMPL**

Keep it simple. Never give up. Show up every day. Do the simple things and be consistent. Don’t make it complicated. Don’t get sidetracked, confused, or mired down in the mud. There’s no magic bullet. There’s no free ride. There’s no get rich quick scheme. It’s just simple, consistent effort every day.” – Jeff

**CONTINUE ENROLLING.** You have to keep enrolling people. A lot of times as you hit the rank of Diamond, you tend to take on a more managerial position where you’re mentoring and doing a lot of team support. You need those things, but then you tend to forget about that personal enrollment piece. You have to continue doing that. As soon as you stop, you won’t grow as you should.” – Jen

**President Diamond Tips**

**Believe in Yourself.** Stay focused and don’t sell yourself short. You have to believe in yourself and dream big. Just move forward and don’t let the negatives get in the way. There are so many more positives than negatives on your journey. You’ll be someone that you can’t even believe as you grow through these ranks. It’s such a big journey and I think everyone needs to take it.” – Jen

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**Continue Enrolling.** You have to keep enrolling people. A lot of times as you hit the rank of Diamond, you tend to take on a more managerial position where you’re mentoring and doing a lot of team support. You need those things, but then you tend to forget about that personal enrollment piece. You have to continue doing that. As soon as you stop, you won’t grow as you should.” – Jen
Impact & Flexibility

“Just stick to the basics—over and over again. Be open-minded and listen to people. Allow them to be heard.”

While teaching third grade, Dana Feldmeier saw that her students could benefit from more knowledge of nutrition and natural health. She went through a program to become a health coach and started working with some of their parents to help them get healthier. She says, “Over time, I became more passionate about that than I was about math, science, and social studies.”

Another health coach introduced Dana to dōTERRA, and when she attended a post-convention tour event with Emily Wright she realized how she could integrate essential oils into her health coaching. By the time Dana began a dōTERRA business, she had already quit her teaching job and was focused on health coaching and teaching yoga in schools. As her dōTERRA business grew, she discovered how much she enjoyed it and how much it was helping people. She also saw that it would give her a residual income with the flexible schedule she desired. Little by little, she finished health coaching and put her full focus on dōTERRA.

Dana participated in Diamond Club twice, and after the second time her upline called her and told her she was so close to Diamond she just had to go for it. She says, “I wasn’t necessarily looking at it yet. I was more focused on just growing strong and helping my leaders. I had a pretty solid foundation, so I was able to hit it without adding volume. It was awesome.”

After seeing what a difference dōTERRA has made in her life, Dana wants her team to have the same experience. She says, “I can see how close my leaders are to hitting those ranks, even though they don’t always see it. I know once you get past that tipping point, it’s such a huge difference. That’s really motivating for me now—to see my leaders have the same success.”

Running her own business is very different from what Dana was trained to do as a school teacher, but it’s forced her to get out of her comfort zone and stretch and grow as a person. She says, “Now I can have a flexible career that I love and enjoy. I’m making an impact and helping people at the same time, and I get to work my own hours and live where I want. That freedom has been a huge change for my life, and I’m really grateful for that.”

Prioritize personal growth.

“Patience and persistence are really important. Stick with it even when you’re not getting paid anything. When you’re having moments where you doubt whether this is going to replace your income and become your full-time career, know that other people have done it. Follow their steps. Push through those times knowing it’s possible.”

Find leaders of character.

“Watch actions instead of words. People can say a lot of things and have good intentions, but watching their actions speaks volumes. They need to have discipline and commitment. It’s not about if they’re perfect or a great public speaker—there is no perfect, and skills like speaking take time and practice. It’s about their character.”

Impact & Flexibility

“People need your help. Be willing to be uncomfortable so that those people can find you.”

Dana Feldmeier
ENCINITAS, CALIFORNIA, USA

DIAMOND TIPS

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When Sarah-Jane Pepper’s neighbor, Li Fryling, brought over little bottles of oil one day to help Sarah-Jane’s daughter, she was surprised to see how well they worked. Sarah-Jane fell in love with dōTERRA oils after that, and Li encouraged her to look into the compensation plan as well.

After growing up with a single mom, it was important to Sarah-Jane to do everything in her power to be able to stay at home with her children. To make this happen, her husband, Ty, worked 60 hours a week in a very physical job as a skilled tradesman. She says, “He was working his fingers to the bone. I didn’t see him very often, my kids didn’t see him very often, and I carried the load at home while he was away. I knew we were blessed, and I was grateful, but it wasn’t quite the picture I had in my head when I thought about being home.”

She knew there had to be a better way. Sarah-Jane could see that a dōTERRA business could be exactly what she had been looking for, but she wasn’t sure it would really work. She says, “But I live intuitively, and I follow my inner guidance and my flow. I wasn’t getting a ‘no’ about dōTERRA, so I stayed with it. I was following my yeses and seeing where I went.” At some point, Sarah-Jane got a clear “yes” and she knew that dōTERRA was the right path for her.

She told Ty about her plans and he got behind her right away. Sarah-Jane says, “He knows, loves, and respects me very much. When I got such a strong, powerful yes about the business, he just had to take one look in my eyes and he said, ‘OK, let’s do it. Whatever you need.’ Ever since then, he has been just as much a part of the business as her, if more behind the scenes. “I could not be where I am without him. To me, what he has brought to our business has been invaluable and imperative to our success.”

Ever since then, Sarah-Jane has continued to follow her heart and the business has come naturally. While it’s easy for her to follow her inner guidance, the hard part has been discerning between an answer that’s a “no” and one that’s “yes, but I’m scared.” She says, “It’s important to do things that are scary and get out of our comfort zone because that’s where the magic and the growth really happen. But, as we get better at doing that, sometimes we say yes to things because that’s what we think a leader should do when, in fact, it was a ‘no.’ We have to learn to tell the difference.”

Now, she can barely remember her life before dōTERRA. She says, “I just follow where my heart takes me.”

“I want to see all of the people on my team reach their goals. I want them to feel the empowerment, magic, love, success, miracles, and blessings that I feel. They deserve it.”

“Listen to all of the leaders’ different and often contradicting ideas, theories, practices, or styles of leadership. Take away from them parts that resonate with you to form decisions that are your own.”

“Every situation is different. We build our businesses with people not Legos. Gaining ideas from a wide range of people can empower you to have a lot of different tools to use in all the different situations.”

“Trust in yourself. Walk your own path. Honor your process, and honor that in other people on your team. Give them permission to find their path, and respect how that looks even when it’s different from you.”

“Open up to different options. It’s easy when you’re starting out to watch one instructional video and say, ‘OK, this is how we do it.’ Instead, give yourself time to gather different theories. You’ll learn that there’s no one shoe that fits all.”

“Gather lots of ideas. Every situation is different. We build our businesses with people not Legos. Gaining ideas from a wide range of people can empower you to have a lot of different tools to use in all the different situations.”

“There’s no one-size-fits-all.”
In desperate need for some natural alternatives, Michelle Bowles was given a sample of Frankincense. Michelle says, "I just felt powerless and hopeless, like we didn't have any other options. I knew there had to be something else out there." Knowing she had nothing to lose, she decided essential oils were worth a shot. After trying them a few times, she was amazed by the results she saw with her son. She thought, "How can we get more of that Frankincense? Can we get a gallon of it?"

People started asking Michelle what she was using and she decided to hold a class to tell them more. She thought five or six people would come, and had 27 people attend. Most of them enrolled. Michelle wasn't really planning on doing the business, but the next week she got a check in the mail. She called dōTERRA to ask if it was a real check that she could actually deposit in her bank. Her husband, Michael, came home and asked if she was sure it was legal. When she assured him it was, he said, "Honey, you need to teach some more classes." They made Silver in a few months, and became passionate about their responsibility to share the gift they had been given.

Michael loves his job and doesn't intend to quit, but he is supportive of Michelle's business. They didn't get involved to make money, but instead have decided to use it as a ministry to support full-time missionaries in Brazil, India, Honduras, Ecuador, Africa, and beyond. Michelle says, "A lot of our leaders are missionaries and we see how this has blessed them and continues to bless and support them. We know they're depending on us to keep going. That's been our heart with all of this."

Michelle applied for Diamond Club at the encouragement of her upline, not really knowing what she was signing up for. Then her mentor, Wendy James, encouraged her to go for Diamond. She committed her leaders and made it happen. She says, "It was really more about my leaders than it was about us. They had to be ready for this, and that's what we worked toward—helping them."

She has seen her life become so much richer through dōTERRA. Michelle says, "Looking at where we were just three or four years ago—we were in a really difficult place. We were looking for answers, and we felt powerless. dōTERRA has given us something amazing. It gave us hope that things didn't have to stay the way they were. It empowered us to take care of our family on a whole new level, and not just our family—we have seen a ripple effect around the world. I love hearing about how the oils bless others. I love seeing their success. I feel like our family has really grown."
Midori Yamaguchi was primarily interested in doTERRA because of the products, and more specifically, AromaTouch®. She had been working as an aroma therapist and knew how powerful natural aroma products could be, but she had no intention of starting a doTERRA business. Eventually, people wanted to learn about AromaTouch, and as a result, it created a natural opportunity for her to teach and promote doTERRA. With her sharing success, she reconsidered the doTERRA business and began to receive help and motivation from doTERRA leaders. She says, “When I joined doTERRA, I used to listen to Mr. Uchiyama’s seminars every month. This gave me confidence to go into business with doTERRA and allowed me to see the potential in it.” Her upline leader, Mr. Noboru, helped her by showing her examples and giving her enough support to build her team.

Today, Midori has built a strong business and uses her love for AromaTouch to help those around her experience and learn about doTERRA. She often shares doTERRA oils with others based on their needs and conditions and then invites them to attend an AromaTouch session or seminar. After her attendees have had an AromaTouch experience, she calls or emails each individual to see how they felt about the experience. This helps Midori create a stronger follow-up with her contacts and allows her to better assess the needs and lifestyles of those she shares with.

Midori has also found AromaTouch to be key to introducing individuals to the doTERRA business. She says, “When people participate in my AromaTouch certified trainings, I find out about their needs and explain about the potential business opportunity and the specific marketing plan for it. In addition, I try to share about doTERRA’s culture and encourage them to get to know executives and upline leaders, which will help them realize the potential of doTERRA.”

Apart from the business, Midori’s passion for AromaTouch has also impacted her family, especially her teenage daughter. Her daughter understands how the body feels and how the body’s senses work and she knows she can always use AromaTouch for an uplifting boost.

Through her dedication and love for the oils, Midori says, “It’s been possible to support my family’s mental and physical health perfectly with doTERRA, and I want others to know that as well.” doTERRA has also opened doors for more financial freedom, and she was even able to take her parents on a family trip once reaching Diamond. The business opportunity has helped her reach and achieve goals and experience a life full of many natural benefits.

**Making Follow-Ups Meaningful**

1. **Take the Time.**
   “It is important to follow up with people the next day or within a few days after they try the products.”

2. **Pay Attention to Feelings.**
   “Find out how they felt. You can follow up with them based on their feelings and thoughts.”

3. **Make an Extra Effort.**
   “It takes time to build a strong relationship of trust, which requires you to meet with members and provide lots of follow-up.”

“I love how I feel when I use doTERRA oils. I have been looking for high-quality, organic products, and doTERRA satisfies my needs.”
“Diamond Club was a huge step in transitioning my business and my development as a leader. It inspired many people within my organization to utilize the momentum of Diamond Club to propel their business forward.”
—Jessica Moultrie (Presidential Diamond)

THE BASICS OF DIAMOND CLUB

WHAT IS DIAMOND CLUB?
Diamond Club is an opportunity for dōTERRA Wellness Advocates to ignite their business by creating momentum through a concentrated event and travel schedule. The purpose is to help Wellness Advocates reach Diamond rank by establishing new leaders outside their local area while continuing to support and build their existing home team.

Many Wellness Advocates have a desire to build their dōTERRA business, but do not have the necessary resources to hold events and provide support outside of their local area. Diamond Club offers travel reimbursement and special enrollment incentives to provide the resources to develop new leadership teams outside their local influence.

HOW TO PARTICIPATE:
There are two Diamond Club seasons each year. The spring season runs from February to May, and the fall season runs from August to November. Wellness Advocates who want to participate get to choose one season a year that works best for them.

The qualification month for the spring season is December. For the fall season, qualification takes place in June. During these qualifying months, Wellness Advocates must achieve the following in order to apply for Diamond Club:

- Personally enroll three new Wellness Advocates with an initial order of 100 PV or more.
- Achieve the rank of Silver or higher.
- Have five Wellness Advocates on their team and in their local area process an LRP order of 100 PV or more.
- Have five Wellness Advocates on their team and outside of their local area process an LRP order of 100 PV or more.

Once Wellness Advocates have met these qualifications during the months of December or June, they can complete the application for Diamond Club. Spring season applications are due on January 7, and fall season applications on July 7.

When Diamond Club begins, Wellness Advocates are required to hold three out-of-area and three home-area events each month. From those events, they need to have 18 enrollments each month (these do not need to be personal enrollments).

Participants earn points based on the PV of each enrollment order. They also earn points for LRP orders following the enrollment orders from the new enrollees.

A NEW PRIZE: SOURCING TRIP!
Starting this fall 2016 season, the top 50 winners now have the opportunity to join dōTERRA on a sourcing trip with Emily Wright. The 2016 winners will have the chance to visit dōTERRA partner growers and distillers to witness first-hand how two essential oils are grown, harvested, and distilled. This rare opportunity to see some of the dōTERRA supply chain will also give these Wellness Advocates insight on how their efforts to share essential oils are not only benefitting those who have them in their homes, but the farmers and workers producing these oils as well.

US Diamond Club winners will be able to visit the Peppermint and Roman Chamomile growers and distillers in the Pacific Northwest next summer. Canada Diamond Club winners will visit the Arborvitae and Nootka distillers in Vancouver.

Other Prizes Include:
- Diamond Club travel essentials kit that includes a vitamin pouch
- Hard travel case that can include 10 oils
- Diamond Club Graduate T-shirt
- Graduation certificate

See doterradiamondclub.com for full prize details.

For any questions or concerns, please contact: diamondclub@doterra.com, 801-437-7910

Diamond Club Facts:
- Average Diamond Club participants per season: 375
- Total rank advancements in the two 2015 Diamond Club seasons: 211
- Total enrollments from the 2015 Diamond Club seasons: 1,752
NEW dōTERRA DIAMONDS

Ben & Cami Buchta
LAS VEGAS, NEVADA, USA

PILOT YOUR DREAMS

New Year, New You promotion in January and February, Ben worked on their structure so that they could reach Silver in three months and Gold in six.

As a helicopter pilot in the Air Force, Ben has been deployed several times and has to work a lot of long hours. For most people, it takes 20 years to retire from the military and their family has to move a lot in the later years. After growing their dōTERRA business so quickly, Ben and Cami realized that this could be an opportunity to more than replace Ben’s income and allow him to leave the Air Force much sooner.

So, they participated in Diamond Club. Because of Ben’s military career, they have friends all over the world and Cami was traveling to a different city almost every weekend of Diamond Club, including taking several trips to Europe.

Cami says, “Diamond Club was massive for us. It really makes you a Diamond. Even if you don’t hit the rank, it takes you through the process of what a Diamond is—the mindset, the communication, and the leadership.”

Through all the extreme highs and lows, they’ve seen that it’s brought them to where they are now.

Military life can be very rigid, but Ben and Cami are looking forward to one day soon selling or storing everything they have, homeschooling their three girls, and hitting the road in a camper to grow their team all over the country.

Cami says, “This has given me the opportunity as a mom to teach my girls to dream and show them that they can do whatever they want. I can show them because I’ve done it.”

After Cami Buchta’s sister had her life changed by essential oils, she wouldn’t shut up about them. Every time Cami told her sister about anything, there was always “an oil for that.” Finally, Cami gave in and bought a kit and started casually using and sharing the product. About a year later, she had more than a dozen people enrolled on her top line. Cami says, “We didn’t know what we were doing. We didn’t even know how to edit my LRP for the longest time.”

Then, Emily Wright came to Las Vegas for a post-convention tour. Cami attended, and for the first time really connected with the heart of the company. She learned about Co-Impact Sourcing® and the purity and quality of dōTERRA essential oils. By the end, she knew she wanted to be a part of this company. She went home and told her husband, Ben, that she wanted to work toward making an extra $300 a month so they could afford a mortgage on a new home.

Ben had looked into the compensation plan already and knew a lot about it. So, as Cami started teaching classes every week and participating in the

LEARN THE SKILLS. “Just learn the simple skills of inviting, teaching, enrolling, and following up, and don’t ever stop doing that. Those things are what make you successful in the beginning and will be what continue to make you successful throughout.” – Ben

FOCUS ON ELITE. “Elite is the building block of a dōTERRA business, but you can’t just tell people to build to Elite. Three thousand in volume is a large number that can overwhelm people who are new. So, I tell them to just build under two people.” – Cami

BE A CLASS MACHINE. “Just teach classes. Just do it. You have to be a machine. Share from your heart—as a machine. Don’t think about it. Find openings in your calendar and ask your neighbor to host a class. That way you’ll always have an opportunity for someone to come, learn, and connect with you all the time.” – Cami

BREAK DOWN GOALS. “Set a goal and work backward. Turn it into little tiny pieces. Figure out how much volume you need to create and how many people you need to enroll on LRP. Breaking down your giant goal makes it feel like you can do it. That gets you there.” – Cami

“‘We hope that our journey and our story can inspire hope for anyone who feels like they’re stuck or locked in a system, because dōTERRA can bring freedom.’” – Cami

“I remember lying in bed in Iraq, praying for any other way to pay my bills and be with my family. It requires a lot of sacrifice to become a Diamond, but our hearts were in a place where we had a deep desire and a willingness to make it happen.” – Ben

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PILOT YOUR DREAMS

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For a long time, Allison Cochran had an aversion to the smell of essential oils. She tried to use them in her massage therapy practice, but they always gave her headaches. Then, a good friend invited her to an AromaTouch® demonstration and someone put Peppermint on the back of her neck. By the end of the class, Allison realized that she felt better and the smell hadn’t bothered her. She enrolled that night. She says, “For me, they were miraculous. I had never seen anything so effective.”

As a single mom, Allison is responsible for supporting her family. After enrolling in doTERRA, two of her children were seriously injured and her mom got very sick. She says, “I couldn’t work because I wasn’t earning any money except for the $500 a month I was getting from doTERRA.” When Allison also got sick, she realized that she couldn’t massage, so she taught doTERRA classes. “It wasn’t overnight,” Allison says, “but over time that paycheck was building and I was enjoying myself.” She decided to do Diamond Club and then took time off—at which point she reached Platinum. She did Diamond Club again, and this time started to believe that Diamond was a real possibility for her. While attending leadership retreat she realized, “I’m already doing the activities of a Diamond and I could be a Diamond. I am a Diamond.”

Of all the things Allison thought she wanted to be when she grew up, a network marketer was not one of them. Now, it was the network marketing side of doTERRA that has allowed her to go from bankrupt to financially stable. She says, “Diamond has been a game-changer for me financially. I have options, choices, time, and money. I’m less stressed; there’s food in the fridge.”

Allison is excited to partner with the doTERRA Healing Hands Foundation™ to help build a medical clinic in Haiti that will provide primary care medical services to more than 10,000 people a year. She says, “This is a dream doTERRA is allowing me to fulfill. My children, my team, and I are beyond excited.”

She wants others to have access to this same experience. Allison says, “My life has been really hard, and I’m just so grateful that the founders created doTERRA. For the first time I feel like I can create the life I’ve always wanted to create. I can dream again, take steps toward those dreams, and know they can actually be a reality. It’s blown me away, all of what doTERRA has brought into my life. It’s so much more than I ever imagined.”

She says, “For me, they were miraculous. I had never seen anything so effective.”

“Relationships are huge. I have a great relationship with all of my builders. The longer you nurture and build those relationships, the more solid your team will be.”

“I work really hard on being honest and truthful in my relationships. I’ve found that makes my team more willing to share what’s really going on instead of trying to please or pretend.”

“Learn to communicate really well with different types of people. Really listen to what they’re saying. Know that even if you can help someone see a solution to their problem, it’s still their choice whether they work through it or not.”

“Strong relationships = strong team.”

“When I had doubts, they weren’t as strong as my belief. They couldn’t discount what I was experiencing.”

“Allison Cochran
KANATA, ONTARIO, CANADA

WHAT IT CAN OFFER

“A commitment is a decision to do something no matter the obstacles, no matter whether you still feel like it the next week, no matter how challenging it gets, no matter how many times you fail, and no matter what results you’re creating. Commitment pays no attention to the outcome.”

Strong relationships = strong team.

Nurture relationships.

“Relationships are huge. I have a great relationship with all of my builders. The longer you nurture and build those relationships, the more solid your team will be.”

Be honest and truthful.

“I work really hard on being honest and truthful in my relationships. I’ve found that makes my team more willing to share what’s really going on instead of trying to please or pretend.”

Communicate and listen.

“Learn to communicate really well with different types of people. Really listen to what they’re saying. Know that even if you can help someone see a solution to their problem, it’s still their choice whether they work through it or not.”

Serve everyone.

“I love my team—the builders, sharers, and users. I don’t want them to feel unsupported. My mission is to serve them where they are and empower them to go where they want to go.”
“I can help my leaders grow personally and professionally and know that the compensation plan that dōTERRA has created has our families’ long-term, best interest in mind.”

Michelle Pope had been using donor breast milk to feed her daughter, and one of the donor moms introduced her to dōTERRA. Michelle says, “To be totally honest, I wasn’t really sold on dōTERRA. I thought it was just hippie stuff.” After five months, she finally enrolled with a kit, and once she tried it, she was in love. “I instantly knew that not only did I want to use these amazing oils for my family, but I wanted to make it a business for myself.”

She had been looking for a home business opportunity, but everything else felt like they had no heart, no lasting education, and weren’t based around relationship formation. Michelle says, “I wanted something that was going to build community and also have an amazing product. When the oils fell into my lap, I knew that I had found what I was looking for.” She held her first class three weeks after getting her kit, and, she says, “I haven’t looked back since.”

With a background in nursing and teaching, Michelle knew she could combine the skills she had and go beyond with her dōTERRA business. She says, “I knew that dōTERRA was the door that would allow me to help serve as many people as possible. The sense of empowerment was immediate when I shared the oils with people.”

Her husband, Andrew, wasn’t onboard at first and disliked how much she was gone. But, she told him to give her two years. She hit Diamond in 17 months, and that made it click for him. She says, “If you are married, you must share your dreams with your spouse. It was and still is crucial. Once he got onboard, the dual effort and attention we are giving the business now has been incredible.” Michelle is originally from Oregon and a lot of their family isn’t local, so they had to work around their schedules. Andrew now helps a lot with crunching numbers, working alongside their leaders, and relating to the men on the team.

For a long time, Michelle struggled with body image, self-love, and self-esteem. She says, “I have dealt with so much negative self-talk. When I had my daughter, I knew that God had something huge for me. My journey of self-love, self-acceptance, and now running a business is what I have to share. I want to be known as someone who paves the way for women to have a deep and lasting transformation with their own feminine divinity. I want women to reconnect with their own souls and pour into their own cups so that they can nurture others.”

“Self-Care, Self-Love, Self-Acceptance”

**PEACEFUL GUIDANCE**

“Be present, but learn to be less emotionally reactive. Be observant of your own reactions, and always be open to processing interactions and events. Remember that this journey isn’t all your journey. You’re but the river banks that help guide others’ flows. Be at peace that you have a divine purpose with those you have on your team, and work alongside what they need.”

**SELF-CARE**

“I have found that self-care is crucial. I didn’t do that for the first year, and realized that in order to be happy, energetic, and healthy, I had to actually go to the gym, consistently take my vitamins, and turn the phone off. It can be a bit of a hamster wheel when you feel like you need to be available 24/7, but you don’t have to.”

**SELF-DEVELOPMENT**

“What I see the most is that people quit too early because rank advancing requires self-reflection, self-development, and overcoming emotional blocks. If you are committed to being consistent with sharing, holding classes, supporting leaders, and developing, you will have success.”

**STILLNESS**

“I was already committed to the business strategy and working really hard, but what Diamond demanded of me was a place of love, peace, and stillness. It is something that I work on all the time—daily, mindful self-care. What I’ve realized is that it’s a balance between the practical and the quiet space we hold for ourselves and our leaders.”

“Self-Care, Self-Love, Self-Acceptance”

Andrew & Michelle Pope

DARDANUP, AUSTRALIA
Nathan & Rebecca Bowles

EUROPE

Ready to Share

“Believe that you can achieve it, and don’t let anything stop you!”

Rebecca Bowles had been hearing about dōTERRA essential oils from her mom for a while before she attended her first class and enrolled. Her mom would tell her about the many ways that essential oils could help people, but, initially, Rebecca wasn’t convinced. To Rebecca, essential oils were good for massages or promoting relaxation, but not much more than that. Eventually, those thoughts began to change. Rebecca says, “By the time I went to my first class, I had been very well prepped. I already had a great love for natural products, so when I heard all of the things the oils could help with, I was truly blown away and ready to start sharing.”

When she originally started the business, the idea of direct sales was not appealing and she felt uncomfortable selling to her friends. However, this idea began to fade away as she decided to focus on the impact the oils could have on an individual’s health. Rebecca says, “The more I shared, the easier it became, and I really began to understand the huge benefits of sharing dōTERRA via direct sales.”

Her dōTERRA business has also allowed her to use her passion for teaching. Previous to dōTERRA, Rebecca was a science teacher. During this teaching period, she began to study nutrition and soon realized that she wasn’t as excited about teaching science as she was about teaching people about natural health products. Rebecca feels that finding dōTERRA was a perfect solution because it enabled her to earn a living while teaching about health using the natural products she loves.

Rebecca’s passion for the business and oils has had a great impact on her family as well. A year into the dōTERRA business, Nathan, Rebecca’s husband, joined her in the business, putting his own business aside. Together, they have been working as a powerful team. Rebecca says, “Nathan is naturally drawn to the areas of the business that I am not, so it works out perfectly. I focus more on the front line and team calls, classes, and trainings, and Nathan will do most of the back office stuff, balancing accounts, end-of-month activities, and emailing.”

Rebecca and Nathan have also appreciated the strong support of Rebecca’s mother who has helped them balance family time and business time. Rebecca feels that her mom has been key to her success by helping take care of their three daughters while Rebecca does classes and trainings. Her mom has believed in her and has been influential in helping them grow their business.

For Nathan and Rebecca, achieving Diamond has brought rich rewards. Rebecca says, “I am really starting to feel the benefits of having less financial stress. I also feel so fulfilled doing a job that is not only providing for our family, but one I can get really excited about because I am helping people every day either with the oils or the business. It feels so good to be part of something that is really making a difference.”

UNIFYING FAMILY AND BUSINESS

1

INFORM AND INVOLVE.

“Make sure everyone is involved and knows what is expected.”

2

DISCUSS THE OUTCOMES.

“As a family, discuss the sacrifices and also the blessings that will come from the business.”

3

BE ON THE SAME PAGE.

“You really need to have everyone onboard and understanding the commitment needed to make the business successful and avoid feelings of guilt and resentment.”

4

BE IN THE PRESENT.

“I have learnt to stick to set business times, and I try not to think about work when I am with my family.”
Building doTERRA
Whatever Your Circumstances

Part 3: Building doTERRA Single (with or without children)

This is the final installment in our series featuring the stories of some of our leaders to illustrate how doTERRA can be built no matter your life circumstances: married, single, with or without children, working a full-time job or not. Illness, finances, and tragedies have been obstacles for many, but many have also overcome those to still accomplish their dreams.

In this issue, we will be featuring leaders who are building the business while single, sometimes with children, sometimes without. Some are divorced, some are widowed, some have never been married, but they’re all overcoming the odds to find time and financial freedom through doTERRA.

BELOW, OUR LEADERS SHARE THEIR EXPERIENCES:

Amy Jones, Silver

DoTERRA allows me to be a work-from-home mom and be intimately involved in my daughter’s life. I can volunteer at her school. I can be home when she gets home from school. We love the freedom doTERRA offers and the fact that we can have the best of both worlds. I’m widowed and all my biological family lives internationally. I have a lot of good reasons why doTERRA can’t happen for me. But, the truth is, if I can do this despite my circumstances and do it well, I truly believe anyone can. It’s my goal to find single moms like myself and empower them to be able to take care of their families.

Donelle Smith, Gold

I’m single and a lot of people think being single means I don’t understand what it’s like to have a family and how busy that can make you. Singles fill that void with being busier than we expect while trying to reach a goal. I would say that being single is difficult when building because there isn’t a support system, but it can be easier than carrying the burden of building and having to leave a family at home. I respect both ways that people build. I love that this business allows so much freedom to encompass both aspects.

Cate Fierro, Diamond

It’s a little crazy, but a beautiful crazy. If it were not for doTERRA, I would not be able to be present to raise my three daughters. I have tried corporate settings before, and I hated missing out on their lives and time with them. Ten years ago I went through a very difficult divorce. We lost our home and nearly everything in it. I had done everything from cleaning to waitressing to graphic arts to customer service. It was very hard for me to be the kind of mom I wanted to be. For the first time in 25 years, I am able to pay my bills—all of my bills, on time—and still have something left over for us to enjoy ourselves. I took a whole month off last summer just to spend time with them. The blessings this company and opportunity have given us have been too many to count.

Rebecca Biggers, Gold

When people ask me how I balance being a single mom and growing a business, I tell them that sharing these amazing products has only brought me more energy and calm in my everyday life. I know I’m adding more hours to my day, but it does not feel like it. I think there were a lot more hours after the kids were asleep when I used to just watch TV. Now I’m using that time for my business. Building this business so naturally gives me a feeling of peace. This peace is reflected in how I interact with my family. Our lives are so much less stressful knowing I have this.

It’s empowering.

Bettina Moench, Diamond

I have another demanding job aside from doTERRA. I work long hours and juggle schedules to make it work. I’m a single person with a single income and therefore have no one else to rely on but myself to manage work demands, finances, and fit in personal time too. I am grateful for my growing income with doTERRA and look forward to the day when I have one focus for financial freedom.

Tasha Sprotsroof, Silver

It’s important to make time for each thing. It’s OK to take for and accept help. I created a spreadsheet with 15-minute time slots so I can map out the basics of my week to make sure I get my creative time as well as get back to the basics of homeschool lessons in for my two kids and supporting my team. I am a widow and there are times I struggle to do it all by myself, but the people I’ve met through this business have been instrumental to my mental and emotional healing after the death of my husband.

Emily Polonus Fraser, Silver

I’m recently divorced and though this has been a challenging time personally, I am so grateful for having doTERRA in my life. The products, company, and my team support my wellness in so many ways and give me something positive to focus on. While it’s easy to come and go as I please because I’m on my own now, it has been challenging to not have support at home cheering me on. But, the connections I’m making are priceless, and, in a way, I feel like I’m building a new family. I recognize that we all have our own unique circumstances and challenges. Challenges are just opportunities for growth in disguise.

Danielle Daniel, Blue Diamond

I chose a career path in mental health and, while I loved working with high-risk troubled teens, the salary was very limiting. But, as a younger woman, I didn’t put much thought into that because I assumed, “Oh, I’ll be married, and we will have two incomes so it won’t be solely up to me to make a living.” As the years continue to pass, I have not had the opportunity yet to marry the right man for me. I couldn’t live with this limited income anymore and decided to be proactive in using my talents, education, and passion to build a successful business with doTERRA.

When you are starting a business by yourself, you often feel unsure of the future and of your abilities and if this will all be worth it. I remember thinking, “If I had a husband, he could help me with marketing, budgeting, or x-y-z.” But, the secret is, these types of thoughts are not specific to you or me, they attack everyone. The truth you have to tell yourself is that you are enough, and you are capable of accomplishing anything you put your mind to, no matter your marital status. Within a couple years, I replaced my full-time income and was able to quit my full-time job and put all my time into my doTERRA business. I watched that income double just a short six months later. That is the gift of building this business: no matter your circumstances, you can create an amazing financial future.

Check out the last two issues to read about building a doTERRA business with and without a spouse.
For five years, Hong and his wife, Shuli, were involved in a different essential oils network marketing company. They built their business to be very successful in Singapore. Then, they heard about “a new kid on the block”—dōTERRA. While in the United States, they decided to visit dōTERRA.

At dōTERRA, Hong met with David Stirling for three hours. Hong asked him several difficult questions and thought Stirling for three hours. Hong switched to dōTERRA, but over time, he discovered the compensation plan was superior as well. He saw that the upper ranks, dōTERRA is much more generous than the company he had been at before. For example, the minimum required PV to be Presidential Diamond in dōTERRA is about 162,000. Most Presidential Diamonds have more like 400,000 or more. Even so, at Hong’s previous company, people need a minimum of 1.5 million PV to earn the equivalent rank.

Though only a few of their team members from the previous company came over to dōTERRA with them, Hong and Shuli were able to use their past experience and passion to build dōTERRA very quickly. They enrolled eight Diamond Kits in their first month and reached Diamond the first time eight months later. It took time to stabilize their Diamond rank, but they’re proud to say that now their team has one of the strongest and largest presence in Singapore. Hong encourages a positive, harmonious dōTERRA culture. Hong embraces this dōTERRA culture by opening and inviting fellow dōTERRA friends to his sessions. Opening up his sessions have inspired both Hong’s team and his fellow dōTERRA friends to shine their own light.

In Singapore, many people work long hours with very little time freedom. Hong and Shuli have a goal to help their team members create financial stability so they can contribute to the world in the way they want to. Hong says, “Seeing them become successful and making a difference every day are my strong, key driving factors.”

Hong and Shuli were very comfortable in their previous network marketing company. Their income was residual, and they didn’t have to do much to sustain it. That made it hard to “take a leap of faith to start from zero all over again,” Hong says. “But now, we walk this journey again, and we took what we learnt previously and refined it to build our team with purpose and passion. dōTERRA is indeed a journey of inner development.”

“dōTERRA stretches you to the limit. You will crack. But when you crack, the partners in your family and in your business form your safety net. Your safety net catches you and very quickly puts you back on the road to recovery.”

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“dōTERRA stretches you to the limit. You will crack. But when you crack, the partners in your family and in your business form your safety net. Your safety net catches you and very quickly puts you back on the road to recovery.”

“In North American culture, Valentine’s Day is on February 14. The rose is very valuable during that time. On February 15, that same rose has lost its value. This teaches us about business opportunity. Timing is important to help people see the value of what we have to offer.”

GOLDEN SUNFLOWER: Inner Development. “The sunflower follows the sun. It’s a plant that looks toward the light and radiates light at the same time. The sunflower is a reminder to us that in order for us to grow in dōTERRA, we need a positive mindset regardless of the circumstance.”

PURPLE LOTUS: Grow to Greatness. “A lotus or a water lily grows in a muddy pond, but the flower is not stained by the mud. In order for us to really become great, we need to put ourselves back into the world, contribute to society with our God-given strengths, but not be stained or sullied by whatever worldly dramas we may experience there. Whatever happens in the world serves our growth.”
Krista Randall  
WEST DENNIS, MASSACHUSETTS, USA

**TO THE RESCUE**

When Krista Randall met Julie Weinberg and Meredith Kelly at a booth during a health event, they offered to let her try some Deep Blue® Rub. She went to take the whole bottle, thinking that’s what they’d meant, and they both almost leapt over the table saying, “No, not the whole thing!” They were very new to the business and every bottle was precious. Krista loves to tell this story, because afterward she attended a class and discovered the effectiveness of dōTERRA essential oils.

They then asked Krista if she would host a class, to which she said, “Sure, I love cocktail parties. I will throw one for my birthday.” She had all her friends come over and enrolled almost 25 people. She wasn’t interested in the business, but liked the commission check she got and the free product points. Over time, she started looking into the brochures in her welcome packet and realized that the business could be a great opportunity.

Krista owned dog grooming salons, kennels, and doggy daycares in both Massachusetts and Florida for 30 years. She sold all of them, but was still being contacted by old clients and friends who always wanted her advice for their dogs. She started asking these friends if they wanted to host dōTERRA classes, and the business grew quickly as she shared within that niche of animal-lovers.

When she started building, Krista was working full time at a dog grooming school, but she scheduled an hour every night and two to four hours on Saturday for dōTERRA. By the end of that summer, she hit Gold and was able to do dōTERRA full time. By December, she was Diamond. She says, “I think it’s important to write your goals down and strive for them. Once it’s on paper, you have a plan and a strategy, and you’re going to get there. You’re going to get it.”

Her next goal is to have a senior dog rescue center where she can provide natural therapy to rehabilitate old and sick relinquished dogs. Krista says, “I have personally fostered 93 dogs and found them all homes. I’m passionate about taking in the throwaways, the ones that no one wants.” She finds ways to help them get better and get them into homes faster. “It’s important for me to strive to move forward to Blue Diamond and Presidential Diamond so that I can fund that facility. The sooner the better. I want to pull many more animals off of death row and give them an opportunity for a happy home. When I sold my other businesses, I was content, but I was just existing. Now, I’m giving back to the world in a way that’s very important to me.”

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“*I took in an 11-year-old black lab that was left in a home that was foreclosed. He was so sick the vet told us he needed to be euthanized. We ended up turning around his health challenges and having him for six and a half years before he passed away. Now, I have a blind 11-year-old Brussels griffon, and I just flew to Chicago to rescue another Brussels griffon. They’re a big part of why I do this.”*
After serving as a police officer for five years, Geralyn Power noticed that the high-stress environment of her job was taking a toll on her emotions. Though police officers in Canada make six-figure incomes, she started to see that there was more she wanted from life. So, she left the police force and started teaching yoga. She had gradually become more involved in natural health, including using Lavender essential oil to calm her while on the job as a cop. But, she wanted to find a way to make money while doing what she was passionate about. Geralyn first became involved in a different network marketing company. She became a top recruiter in that company her first year, but she felt like there was a missing link. She heard about doTERRA through Ange Peter's blog, and she was immediately intrigued. She could see that doTERRA didn't just preach healthy living, they educated and created value around the lifestyle. Geralyn says, “I had such a strong gut feeling about it. I literally one day dropped my other business, ordered a doTERRA kit, and switched. I just knew in my heart it was right.”

She didn’t pressure anyone from her old team to join her in doTERRA, and so she started out with most of her network tapped. But, Geralyn focused on the power of one. She went to each class with the intention of booking the next one, and the momentum spiraled out from there. In her last company, she had enrolled 4 to 6 people a month, and, in the beginning with doTERRA, she was enrolling 15 to 20 people each month. She hit Diamond in a short time and really stepped into the flow she was experiencing.

Due with her first child in December, Geralyn is motivated to be free enough to be a completely conscious and present mother. She says, “Internal freedom is what this business really provides. The money is nice, but when you can be in such a big flow where you are serving people, sharing your gifts, and attracting people like a magnet—that's the most beautiful feeling, and I want other women to feel that.”

She has really learned the importance of developing and trusting your intuition. Geralyn says, “My intuition is so strong now that I can instantly tell if something is off in my body, and I know what to do. I've developed this trust where even if something goes wrong, I know what to do to pull myself back into alignment, and the experience of growing this business has helped me develop that. Instead of ignoring what my body or my soul is trying to tell me, I now have a deep connection with myself so I can love myself and lead myself in the way that I'm meant to.”

“Trust the process. This is a journey, not a race. I really believe it’s meant to happen differently for each person. Let go of the need to hit rank at a certain time or to compete with other people. Just live the way you are being guided to.”
BE CALM.
“...it was because of Elena Brower’s admiration of Marcy Snodgrass that she got involved in doTERRA. Elena was busy as a yoga and meditation instructor that traveled all over the world teaching, so for three years, she only used doTERRA and sent anyone who was interested to Marcy. Then, Elena says, “I finally realized that it was time to get serious about my finances, my philanthropy, and my service.” She called Marcy and started to get involved in her doTERRA business.

Elena already had a team from the people she had been recommending to Marcy, so she started to engage with them by doing membership and business overviews. She says, “I learned to see that this is in fact another way to serve and empower my friends to believe that they can enjoy financial freedom. It’s also a way that I can teach a little less and enjoy the teaching more.”

One day, Marcy told Elena that she was close to Diamond. Elena was excited about the idea of growing her team members, so she put effort into it and two months later reached her goal. She says, “It was just a matter of good focus and a lot of compassion for myself and for the folks that I was communicating with. In teaching everyone effectively, I was able to bring them all up to where they needed to be. It’s really a function of helping people see your path as possible for them.”

She loves when her team members contact her and they’re on fire with excitement for the classes they have booked and the enrollments they’re getting. Elena says, “That I had even a slight hand in that is an epic blessing. It feels so good.”

The main focus on her team is compassion. Elena says, “The overarching goal is that I’m developing compassion in myself and in my leaders and hopefully everyone that joins my team. What we’re doing here is refining not just our business skills or financial acumen, but we’re refining our ability to be compassionate with people. It’s about hearing what their life is like, what their schedule is like, what their current work is like, and coming up with a plan that will help them engage with a business in precisely the way that feels more comfortable and natural for them.”

Now, her residual income with doTERRA is allowing her to travel less and stay home more with her 10-year-old son. She has time to take care of herself and do what she loves most. Elena says, “This has helped me believe that my spiritual life and my financial life can be one. The work that I do to help other people feel connected to themselves and their own self-worth is also connected to financial freedom.”

THE FOUR Cs

BE CALM.
“The business goes up and down like anything else. It’s important to just stay present for the waves that come without judging yourself or anyone else. People come and go. Things happen. There’s always a solution, and staying calm really helps.”

BE CONNECTED.
“My community of upline, crossline, and downline leaders—I consider them all a part of my family. I make it very personal. I’m in very frequent contact with them, and it nurtures me as much as it nurtures them. The feedback and responsiveness I receive from them is to my advantage.”

BE CREATIVE.
“You are looking up to you. It’s your job to inspire your team with very creative solutions to questions and issues, like figuring out how to work around someone who isn’t working. There’s always a solution and the creativity with which you approach the issue means everything.”

BE CONSTRUCTIVE.
“For example, booking classes early in the month or in the month prior is a really constructive use of your time. Make sure that what you’re doing is revenue-generating, even if it’s a long view. The architecture and structure of what you’re doing is as important as the spaciousness.”

Elena Brower
NEW YORK, NEW YORK, USA

A COMPASSIONATE FOCUS

“I have been so pleasantly surprised by the level of community and compassion that I have been able to foster within and around myself through this business.”

Results not typical. Average earnings are less. See doterra.com.
Kurt has been at dōTERRA for a little more than three years. He says of his experience with joining the company, “One day I received a text from Rob Young. He asked if I’d be interested in this amazing new company. After meeting with him in person, I jumped at the chance to be a part of the dōTERRA corporate team. I am amazed at the absolute good that dōTERRA offers individuals who use its products. I am proud to be a part of a company that is honest and so willing to give back to the community and the world.”

He currently has more than 17 years of strategic branding experience and has received numerous creative awards and industry accolades for his marketing concepts and ability to stay consistent to the brand.

What do you want Wellness Advocates to know about what you do?

As the creative director for dōTERRA, I am ultimately in charge of the dōTERRA brand. It is important that any material leaving the company stay on brand and stick to brand guidelines. I lead a very talented creative department that helps me do that.

Why is it important to brand yourself?

By far, I feel that one of the easiest ways to grow your business and create a strong customer base is to have a strong brand. There is still something to be said for business building methods such as holding meetings in your home and pitching to friends and family. However, if you want to build a successful business and attract more customers, it’s very important to build a successful brand.

What advice would you give to dōTERRA business owners about how to brand themselves?

There are some basic steps one should take to create a strong personal brand.

1. Become an expert at what you do. If your goal is to sell oils, learn everything you can about the oils and other dōTERRA products. Each potential person that’s within your target audience is looking to solve specific problems, and it’s up to you to figure out who they are, what problems they have, and how your product is a solution to their problem.

2. Network! You can generate brand awareness by connecting with others in-person or using social networks. What you post on your social media platforms in particular will connect you with those who are looking for what you uniquely have to offer. Forming these important relationships can help build a strong business and overall brand.

What challenges do you face in your position at dōTERRA?

There are a lot of moving parts in the creative department at dōTERRA. We produce product labels for multiple countries, website design, brochure and magazine designs, product packaging, apparel, lifestyle photography, event signage, etc. With all of this, it is crucial that the strong brand we have created here at dōTERRA remains intact.

What is your favorite part about your job?

There’s no typical day for me as a creative director. One day I’ll be in the office going over artwork. Tomorrow I could be on a photo shoot in a beautiful location. I am so lucky to have the opportunity to work with the designers and managers here at dōTERRA. They are all amazing and super professional in their field. The people in my department make my experience here worth coming to work every day.

Kurt began his studies in Europe at Willem de Kooning Academy in Rotterdam, Holland. He finished his degree at the University of Utah with bachelor’s degrees in marketing, design, and illustration. Since then, he has been managing creative content and marketing solutions for several direct sales companies and design firms. “I’ve found my work in the direct sales industry challenging and very rewarding,” Kurt says. “I am very passionate about idea generation, collaboration, and smart execution of design principles.”

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ATTEND REGULAR BUSINESS TRAININGS. “Familiarize yourself with the business side. There can be a bit to learn at first, but it’s vital to know the basics of placements, the back office, compensation, tools for sharing, and business building techniques.”

BE A USER AND A BUILDER. “Use the products in everyday life to gain knowledge and personal experience.”

HAVE A PLANNING AND TRACKING SYSTEM. “Having some sort of tracking and planning system is key. We used a whiteboard to show columns of leaders and the Elites under them, and would then write down changes to our OV (team volume) each day. It made it easy to plan events and support each person effectively.”

KEEP THE INSPIRATION ALIVE. “Read motivational and inspirational books to help keep the fire in your belly.”

John Croft and Noel Blanchard noticed a friend’s social media posts about dōTERRA essential oils, and were intrigued by the way the oils were described and how they were being used. These posts later motivated them to purchase a small kit of essential oils for themselves. They say, “We went crazy from there.”

Though they had tried essential oils before, the purity, strength, and potency of dōTERRA essential oils was noticeably different. They began to use the products in their daily lives and even got a diffuser for their home. They say, “We were product users first; however, this changed very rapidly. We had so many friends and acquaintances asking us how they could get some of what they were smelling and experiencing.”

John and Noel were amazed at how organically they were able to share the oils and decided to start a dōTERRA business together. In previous years they had owned and operated a small retail business and facilitated workshops and meditation groups. Now, their dōTERRA business has allowed them to work together again while using some of their former work experiences and passions. Because of the strong relationship John and Noel have built, they recognize and utilize each other’s strengths and fully support one another in their business. They have also found that keeping in constant communication is key.

Another central aspect to John and Noel’s success is their dedication to being true to themselves. They explain, “Don’t try to do something that is not you. It’s more genuine when it’s coming from a place of integrity and honesty. Feel what feels right for you and trust that.” John and Noel live this principle to the fullest as they make their business and workshops fun, informative, and unique to them. Aside from sharing essential oils, they also have a passion for cacao and meditation. They incorporate their passions into their business by creating a nurturing space at their workshops. They provide chocolate, scents, ambiance, and blends that cultivate the senses while sharing the essential oils they love.

John and Noel enjoy sharing such a pure product while working together and with their amazing team. They say, “Traveling the world and sharing our love of the product is a dream come true. We do this all while seeing so many people’s lives change for the better. You can’t ask for more than that!”
Believe to Achieve

Jodi Naylor first heard of dōTERRA when her trusted friend, Amanda, introduced her to the oils at a playgroup for a local school. Jodi was amazed with the quality of the oils and felt a connection and an excitement that propelled her to continue to use them with her family.

Her husband, Mark, was also intrigued by the oils after Jodi gave him some DigestZen® to try. But even though he knew that there was something special about the essential oils, he was a little more apprehensive to start the dōTERRA business. It wasn’t until he attended his first convention on the Gold Coast that he truly felt that he could help his family and those around him through sharing essential oils.

Initially, Jodi and Mark were nervous to start the direct sales aspect of the business, but their hope in strengthening others through essential oils motivated them past their worries. Jodi says, “My belief in dōTERRA’s oils and products are what literally drove the fear out of me. I was so excited to bring these oils into my friends’ and family’s lives.”

Jodi and Mark’s children, Hanako and Abe, even joined them in sharing the oils with their friends. Hanako says, “I love having Deep Blue® Rub and my oils to help my friends at school.” Abe says, “I give my Nonna a back rub while she smells the oils, and she loves it.” Together, with their children, Mark and Jodi are able to help others believe in a natural and holistic way to manage health while continually building their business.

The more they believed in the product, in themselves, and in their team, the more they achieved success. They also found that believing that they had a choice furthered them in their business endeavors. Jodi says, “Choosing to take the responsibility to change your conditions will ultimately drive you to create events, share samples, participate in conversations, and make friends with people you might never have known before. Believe that with your good deeds and actions, blessings will come.”

For Mark and Jodi, those blessings have come in more ways than reaching Diamond. Since joining the dōTERRA business, Mark has been able to leave his 20-year career in tourism and pursue a side of life that he is more passionate about. Mark says, “I get to spend more time with my family. We have financial freedom to pay our day-to-day expenses and even go on family holidays, something I would have never thought possible a few years ago.” For Jodi, blessings have also come in knowing that her goals have been achieved and can continue to be achieved, bringing her an element of comfort and trust to her mindset. Because of the oils and the business, Jodi says, “We have hope, and we have wonderful experiences of travel, service, and education to look forward to. I have found real purpose for my life and feel we can give amazing opportunities to our children.”

“dōTERRA offers a business opportunity that involves sharing incredible natural wellness solutions for your family’s health. There are no hidden details. There is no agenda. The more people you can help, the more financial freedom you can enjoy in the process.” -Mark

SHARING THE BENEFITS OF THE COMPENSATION PLAN

STABILITY
“dōTERRA is a financially solid company that provides world-class products, wonderful education, and leadership development. The entry price is extremely low.”

RETENTION
“dōTERRA’s retention rate means that 65–70 percent of the people in our business are consistently buying the oils and products simply because they love them, use them, and don’t want to live without them.”

REWARDS
“It is authentic network marketing, providing true financial freedom based on your own efforts and vision. It even allows you to have a family-friendly schedule of your own device.”

EQUALITY
“Anyone can make it in this business. The compensation plan is fair in that you create together, you build together, and everyone benefits.”
STINKING WORTH IT

“dōTERRA has given me not just financial freedom, but the knowledge of what to do with my money now that I have it. I’ve learned how to budget and how to be a steward of my finances.”

A
nna Penick owned a private practice as a holistic nutritionist for about five years. She worked in an office alongside a naturopath who sold essential oils at retail on her shelves. Anna didn’t know much about oils until the naturopath convinced her to attend a convention. There, Anna learned a lot about what the oils really could do. She enrolled when she came back and started using them herself.

She found the oils to be more cost-effective than the homeopathic remedies she had used in her practice. For a while, she sent her clients to the naturopath to buy oils, until she told Anna that she ought to consider introducing her clients to wholesale accounts.

With a surprise baby on the way, it was really important to Anna to find a way to stay at home with her child. At the time, she was working 60 hours a week. She says, “I thrived on what I did. I got up at five in the morning and couldn’t be more excited to get to work. I stayed there until five or seven at night. It was the hardest thing to say goodbye to my practice, but I knew that was what I needed to do.”

Her husband, Charles, only got a small paycheck from his medical residency that wouldn’t cover even half of their expenses, so she decided that she was going to build a dōTERRA business to Platinum to replace her income by the time her child was born.

For six months, Anna worked full time in her practice, then taught two classes a week and made three to five contacts a day. She says, “My biggest pet peeve is when people say they don’t have time. For just a short amount of time, you work your booty off to get yourself to a position where you don’t have to work your booty off and you can go at a pace that’s comfortable for you.”

She was able to reach solid Platinum in less than a year and then took more than six months off of her business for a maternity leave. Anna says, “I would go back and do it all over again 10 times to be where I am right now and not have to walk out the door every morning and say goodbye to my son. This has really empowered me to reach out to other moms so that they don’t have to live paycheck to paycheck but can still be at home with their babies.”

Now, Anna wants to work to pay off Charles’s medical school debt so he will only have to practice medicine for a few years before they can share their knowledge and skills around the world as a ministry. She says, “This business is a lot of work, but it’s so stinking worth it.”

SUPPORTING YOUR DOWNLINE

Understand differences.
“Don’t need to be told what to do. I don’t need any encouragement or self-help books. I just do it by myself. But there are not a lot of people who work like that. Just because that’s how I work, doesn’t mean that’s how my team is going to work.”

Figure out their needs.
“Understand your leaders’ personalities. Sit down with them and figure out their needs and their love languages. That’s so important because otherwise you can do something offensive or disrespectful and not even know it.”

Nurture them accordingly.
“Make sure you’re nurturing them in the right way because if you don’t, then they’re not going to grow. I think sometimes people don’t have good builders, not because the people aren’t good, but because they’re not being nurtured.”

Build for motivation.
“Wasn’t going to wait for my builders to hit Silver. I had a plan. As long as they were showing me at least a small effort, I helped them build their team. Once they started getting decent paychecks, they were super motivated. That’s when they took off.”
NEW dōTERRA DIAMONDS

Kazuhiro & Chieko Takekawa
JAPAN

Following Their Footsteps

“Anyone can try this business if they are motivated. It will change their lives forever.”

Chieko Takekawa had been searching for effective health products since she was a little girl. As she got older, her mom would encourage her to try different health products from various direct sales industries; however, Chieko didn’t feel comfortable with how the sales representatives would try to sell expensive items to her parents. Eventually, Chieko decided to join a direct sales company herself, but found a dislike for the business expenses and the large amount of inventory she was left with.

When dōTERRA came into her life, her view on direct sales shifted. She used the oils to assist with her health and also saw an opportunity to not just sell products, but to support the health of others in a natural way. She was also able to attend a leadership retreat in Guam where she met up with her dōTERRA leaders Danny and Nicole Larson and Miki Matsumoto. Chieko says, “I was so touched and inspired by seeing how natural they were.”

For Chieko, her leaders have been one of her greatest strengths through her business, showing her a brighter side of direct sales. Despite being an ocean apart from her leaders, they continually treat her as a close friend and have worked diligently to provide her with valuable resources through Skype appointments, webinars, and individual meetings.

Another source of support for Chieko comes from her family. She is able to be open and transparent with her family, and, in return, they continue to sustain her through her business-building endeavors. Her husband, Kazuhiro, has also joined her in the business. At the start, he was supportive of Chieko and dōTERRA, but had no plans of joining. However, once he learned more about dōTERRA, he began helping her more and more.

Now, Chieko finds great happiness in her direct sales experience and even started to work as an aromatherapist, which helps her to naturally share the joys of essential oils with others. Though the business can get hard sometimes, she knows that through the support of her leaders and family and her continual belief in herself and her team, her dreams can come true. Because of the positive influences of her leaders, Chieko’s recommendation to others who are building their business is to “trust the advice that you receive from your leaders, because you will succeed if you follow in their footsteps.”

CREATING IMPACTFUL EVENTS

WHY HOLD EVENTS: “You can motivate each other and develop a sense of belonging by attending events.”

HOW TO INVITE: “I invite people and tell them that this event can be an opportunity that will influence their lives for the better.”

WHAT TO TEACH: “It is important to explain how to use oils, but I think the most important thing is to help people understand why dōTERRA is different.”

WHAT TO DO WHEN PEOPLE CANNOT ATTEND: “I provide support to members through tools such as Skype and webinars.”

“I believe that people can see a more beautiful and exciting world through dōTERRA.”
Samuel & Windi Rifanburg
NORWICH, NEW YORK, USA

NEW dōTERRA DIAMONDS

LIVING THE DREAM

Windi Rifanburg first got involved with dōTERRA six years ago when she was introduced by her cousin, Brianne Hovey. She loves both dōTERRA and network marketing and always has, but the timing wasn't right for her, so she remained a user and got a job with an electric company. It was a demanding job that she did not enjoy, and before long, she became very depressed.

Her husband, Samuel, suggested she look into dōTERRA again. Windi called Brianne and within a few months started sharing the products. In August 2014, she decided it was time to leave her job that brought her nothing but stress and go full-time into dōTERRA so she could have more time for her family.

Her goal from the beginning was Presidential Diamond and beyond. Windi says, “Diamond was the first stepping stone.” She went from 1,700 PV to Silver in a month because, as she says, “I knew what my mindset was and where my goals were. I set a plan, got a strategy together, and obtained it.” She learned along the way to let Diamond happen naturally and to work for it with her team rather than getting anxious and feeling pressure. She says, “Anticipate the struggle. Anticipate that it might not be in hand’s reach all the time, but every time you stop, you’re taking a step back. Keep the wheel moving forward. It doesn’t matter how fast or slow you go. You don’t have to be someone else. You just have to be you and follow the plan. Progression will happen.”

At the age of 14, Windi stayed on her own while her parents moved out West. She has always worked three or four jobs since then—until now. At the same time, she graduated from high school and college, got married, and had three boys. She says, “I’ve never known anything but constant chaos, work, and financial struggle.” Windi and Samuel have always worked very hard to sometimes not even make ends meet, and worried about whether their check would bounce when they bought groceries.

Now, the bills are paid, and they have groceries in their kitchen. Windi says, “That’s what motivates me. That’s why I’ll be here every single day to work. I love changing people’s lives. This is the best thing I’ve ever done. For me, it just gets better.” She hopes to be able to bring Samuel home from his job as a corrections officer by the time their youngest son graduates from high school. Windi says, “I want him to come home, and I want to have many Diamonds on my team so that they can live the dream that I’m living.”

“I’m a totally different person than I used to be. I never knew my capabilities and my strengths. It’s changed who I am as a wife, mother, leader, friend, and overall human being. I’ve realized people can change and everything you do is a choice.”

FOR NEW ENROLLMENTS: THE 90-DAY PLAN

USE THE PLAN. “Sometimes, if people jump all in within 14 days, it’s kind of scary. You don’t really know if being a builder is what they’re looking to do. They haven’t developed the culture yet. Instead, my team likes to use the 90-day plan.”

DEVELOP A LIFESTYLE. “If a customer enrolls and purchases a kit with us, we work together for 90 days to develop their lifestyle change. We meet with them two to four times and invite them to educational programs.”

FOCUS ON SMALL GROUPS. “It’s all about quality versus quantity. I tell my team to enroll three to five people a month and really love and work with those people. It doesn’t matter how fast you grow, what matters is longevity and how many lives we change.”

BUILD A RELATIONSHIP. “With that many people a month, you can meet them and develop a relationship with them so they trust that you’re going to be there to help them all along the way. After 90 days, they’re probably sharing or building on their own.”

CREATE MORE BUILDERS. “The percentage of builders we bring in on our team is quite large. This 90-day program has made that happen. That’s why our growth has been amazing and consistent.”

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

By Katelyn Neil

Searching for Answers
Throughout my journey of building my doTERRA business, I’ve had feelings of exhilaration and also inadequacy. Entrepreneurs like me appreciate the generous business opportunity doTERRA offers; but because it is atypical, too often, we can become overwhelmed by the freedom offered in starting a business and being our own boss. On top of that, most of us also struggle with being effective marketers and business owners.

As a new doTERRA business owner, I also experienced some of these early setbacks. These issues made me ponder questions like: “What are the Blue Diamonds doing that I am not?” or “Where do they find their builders?” Over the years, I have worked hard to answer these questions—and my search led me to discoveries that helped me reach Gold in less than three years.

I first received answers to my questions when I traveled to Tulum with doTERRA in 2013. I was confident I would discover the secret to building this business if I took a trip with the top enrollers. Spending time with these dynamic business leaders did in fact teach me a lot. One of the best pieces of advice I received was to share, enroll, teach, and repeat. I have found that if you practice this advice daily, you will quickly become very good at it.

Outside of the trip to Tulum, I found my answers by approaching my upline—even though that meant going more than seven levels up. As an Elite, I asked my Diamond upline, “What do I do if I can’t find builders?” She said, “Well, you create them.” In reality, doTERRA leaders rarely find perfect builders. Instead, they focus on developing themselves and their business associates into leaders who build. So, I took her suggestion seriously and began developing amazing relationships that helped build my team. I quickly realized that I needed to find potential builders with specific qualities such as healthy self-esteem, stability, and a solid work ethic.

Creating Builders
I remained focused on my goal to build relationships and create builders, and I soon added a new qualifying leader. Eventually, a fourth and fifth builder emerged. As I continued to fine-tune my leadership abilities, more potential leaders began to show up.

I discovered that, as a leader, I could help my qualifiers grow and develop into leaders, and in turn, they are then able to do the same for others. Being able to build a team of leaders is an amazing opportunity that anyone can have, given time. Eventually, sharing, enrolling, and teaching others will create a group of leaders who are inspiring, empowering, and envisioning.

When a potential builder does not step up to lead his or her team as expected, I try to remember that people sometimes need help stepping into a leadership role. Developing leaders is no easy task and does not happen overnight, but if you consistently model your expectations, it does happen, and, when done well, strong builders will emerge and your team will feel a lot like family.

HELPFUL TIPS FOR A LEADER TO LEARN

1. **Learn to Set Boundaries.** Time for yourself, and time for what is most important to you.

2. **Learn About Different Personality Types.** How to identify them, and how to speak their language. There are many types of personality charts out there to assist you in deciphering this.

3. **Learn Your Builders’ Needs.** You are going to get much further in a 30-minute coaching session with a builder if your words apply to their lifestyle. Meet people where they are and then bring them along.

4. **Learn About the Interests of Your Qualifying Leaders.** Discover what you have in common. Make sure to have conversations and activities outside of business. They will be more attracted to you if you show them that you have found a balance in your life.

5. **Learn to Respect Yourself and Others.** By consistently strengthening your belief in yourself, your team, and your leaders. Hitting rank has as much to do with belief as it does with choices.

6. **Learn to Listen.** First and then talk to people in the way they need. For example, if they are not hitting a goal, such as a specific rank, talk as if they’ve already reached the goal. Notice what they are doing correctly and constantly accentuate the positive. This tactic has produced more results within my team than anything else.
Recognition

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JUSTIN & KERIANN HARRISON
FOUNDER USA

DAVID & TAWNYA HSILING
FOUNDER TWN

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FOUNDER EU

PATRICK & ALLYSE SEDIVY
FOUNDER EU

BOYD & SANDY TRUMAN
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KEITH & SPRING ESTEPPE  YUWEI FENG & CHANGPU YU  NICK & JEANETTE FRANSEN  LI & LANCE FRYLING

ARIN & GABRIEL FUGATE  LOUIS FUSILIER & MONICA GOODSELL  AL & MAUREEN GARCIA  ANDY & MARYGARCIA

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DRU & GINA KIESEL

EMMA KNIGHT
JON & DUQUESA LAMERS
LAURIE LANGFITT
DANNY & NICOLE LARSON

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PO HSU LIN & FANG SU KUAN
HOLLY LO

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DR. JEFF STYBA
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BETTY TORRES-FORBORD
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GINA TRUMAN
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WEI-FANG CHEN
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GREG & MARTI CHRISTENSEN
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ADAM COPP & ROSE GREANEY

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SHUANG SHUANG CHANG
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MARIO JOLLY & SABINE BUCHNER
BEN & CAMI BUCHTA

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ANDREW & SHANNON CLUGH
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BRADY & MICHELLE CANNON
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JONATHAN & AMY CARVER
DOUG & RACHELLE CASTON

KENT & STEPHANIE CRANE
VERNON & JENNY CRAWFORD
JOHN CROFT & NOEL BLANCHARD
KARLEL CROWLEY & STUART DIXON
JEFF & JUDY CRUDEN

THAD & KATHY CHANDLER
KUIFEN CHANG
SHUANG SHUANG CHANG
CHIU SHANG CHEN
SHUFEN CHEN & CHIALING CHANG

DANIELLE DANIEL
VICTOR & AMANDA DARQUEA
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DR. MARK & KRISTI DEBRINCAT
MEGAN DILMORE
CURT & TONIA DOUSSEIT

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LUJ & CAROL ESTEVEZ
ROLANDO & JESSICA ESTRADA

FOREST & LESLIE EXLEY
EM FALCONBRIDGE
DAMAN & JENNA FANTE
LEONE FEATHERSTONE
ANDREW & CHRISTY FECHSER

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DANA FELDMEIER
MICHAEL & MICHELE FENDELL
ROBERT & KYLA FENELL
DALE & TONIY FERGUSON

MIKE & JANA FINCH
BARRETT & CARA FINES
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SAMSON & LETICIA FOLAM
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AARON & WENDY FRAZIER
KAORI FLUID
LESLIE GAIL
GINO & AMANDA GARIBAY
DAVID & CRYSTAL GARVIN

DAREN & CRYSTELLE GATES
MICHELLE GAY
ALESSIO & WENDY GIANNUZZI
BRANDON & LINDSEY GIFFORD
BRIAN & BECKY GILLESPIE

BRAD & TOBI GIOVIS
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DR. DANIEL & KATIE LEVERENZ
CHAD & JODI LEWIS

FUJIAN LI & LING LING ZHANG
YU YIN LI
HSU FENG LIN
TENH HSUUNG WANG & HSU CHI LIN
JOHNATHAN & RACHEL LINGH

NANCY LINDER
CHIH JEN LIU & MAN TSAI
MIN LIU
TRINA MARE LOW
SHELLEY LOYD

YU JUNG LU
DWAYNE & TRACY LUCIA
STEVE & TRACY DYMAN
BRETT & BROOKE MAGLEY
JAMES & CYNTHIA MAGUIRE

YU JUNG LU
MUSTANG WANG & NING ZHENG

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MILTON MARIN & CAROLINA MUNOZ
JOSS & KEELI MARTINEZ
JOHN & PATTI MASON
TERUMI MATSUSHIMA

SHOKO MATSUYAMA
PAUL & KRISTIN MAYO
DAVID & HOLLY MAYS
TONY & AMEE MCCLELLAN
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JODI & MARK NAYLOR
CORY & STEPHANIE NEWTON
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ALICE ABBIA
PENELLOPE GARCIA GUTIERREZ ABIDTES
LAURA ADAIR
MARTY & ANDREA ADKIN
AMBER ADAMS
LANCE ADAMS
RAUL AGUILAR
STEVE & JULIE AHLSTROM
CARLOS ASCANTARA
ALINA ASCANTARA & DAVIS HERNANDEZ
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ROBERT & KELLEY AAS
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DAWN BALKCOM
BAKTY & TAMAZEE BARRER
DEAN & CONNIE BARGEN
REBEKAH BARLOW
DIANA ALWARD
BRAD & KATHY BELL
CHRISTINE BELL
JOE & ASHLEY BELL
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FRED & JANEICE BENSON
SONNA BERGHAER
PAUL & LISA BERGMAN
JENNIFER BEST
BRANDI BILSEY
OLIVER BIRK
JERRY & AMEE BELCA
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HANNAH & KORINA BUSHIER
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AMBER CAMPION
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HSIN TING CHANG

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DOUGLAS & JANICE BITTNER
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DAVID & JACLYN CHILD  GINA CHIO  HUN IM CHOI & DAE YONG PARK

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MONIQUE CLARK  NIC & JESSICA CLARK  STUART & CARLIN CLARKE  NIKKI CLEARY  JASON & JODI COBI  MARIO & SARAH CONWAY

JILLIAN COCHRANE & GLENN GRAINGER  PAMELA COHEN  RICK & ALISSE COIL  EVE COLANTONI  MIKE & LISA COLEY  AMEE CONNER

KARI COODY  CINDY COONS  KATHY CORDELL  TAMARA CORLES  ELIZABETH CORTEES  GABRIEL COSTA & CHRISTINA TOTH

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ERIC & TIFFANY DAHL  HEATHER DAHLSTROM  IVAN & JAMI DANFORTH  DUSTIN & KRISTY DANIELS  MARG & BRI DAVIES  SHELLY DAUGHERTY  JOYCE DAY

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PABLO GARCIA DE ALBA & TANIA MONTEMAYOR GONZALEZ  MELANIE DECUIR  HOLLY DEERING  JARED & MINDY DEGRAFFENRIED  SARAH DEGROFF  JOLIE DEKLEVA

DIANNE DEL REYES  CLINTON DEMANS  SARA DERIK  ERIN DESANTIS  BAAC & LINDSEY DELRUE  VIVIAN DICKSON

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KATYRN GLADER
ERIN GLANCY
KARLA KLEASON
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KATE GOLDSTERN
JUDYKEE GOLLOHER
ERICK & EDGAR GONZALEZ
MAYRA GONZALEZ
LUKE & TERESA GOODLETT
CRAN & SHELA GOODSELL
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MAYRA GONZALEZ
LUKE & TERESA GOODLETT
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ROBIN GRAHAM
JANS GRAZIANO
BRONY GREEN
KACEY GREEN
AMY GREGGSON
DARRIN & ROSE GREMMERT
TODD & RENEE GREMPIL
EDWARD & CARY GRIFFIN
GRIMM GUNDERSON
LINDSEY GUNSAULUS
INKA-HADL
KAREN HADLEY
KATE HAGEN
NATHAN & TASHA HAKEM
JÜRGEN & MARTINA HAKENJOS
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BERK & LORI HAKRAS
BLUWAI HAWK
JOY & SHEENA HAWK
GOLDS

TERRI HAYES

KIM HAZEN

MIRANDA HEBERT

ELLIE HEDLEY

LAURIE KENNEDY

ANGEL HELDRETH & REBECCA METHENY

LAURA HEMMEN

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JASON & STEPHANIE HILL

MAGGIE HILL

DANNY & LEANNE HILL

LEONARD & DANIELLE HILLMAN

LEE HINDRICH

HOLLY HIRT

JASON & STEPHANIE HILL

MAGGIE HILL

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HOLLY HIRT

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MAGGIE HILL

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LEONARD & DANIELLE HILLMAN

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MAGGIE HILL

DANNY & LEANNE HILL

LEONARD & DANIELLE HILLMAN

LEE HINDRICH

HOLLY HIRT
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ROB & CHELSEA MESSER  KELI MESSERY  FERN MEYER  KRISTEN MEYER  MARIANNE MIKELSEN  BRANDON & MELISSA MILLER

HOLLY MILLER  KEVIN & LESLI MILLER  JIM & AMY MILLER  LIA MILDUGS  MAYUMI MINAMI

JUDI MINCKLER  HARRIET MENCH  SCOTT & KORBY MITCHELL  SERENA MITCHELL  JENNIFER MORDORP  AKIKO MIZUTANI

CARLEE MODRA  BETTINA MOENCH  ANDREA MONGE  JOE MONKMAN  MAURICIO & RITA MONTERO  JENNIFER MOORE

GOLDS

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HARUMI NAKATA  KATELYN NELSON  ROB & HELEN NIELSON  ROODNEY & AMBER NIELSON  CHRISTIAN NEUDEL & GABRIELA HÄUSSNER  MICHELE NEWPORT  RYN & LAUREN NEWSOM

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ANNA OFFMAN  NARU OGISHI  DEBBIE OHLS  MARIKO OHTA  YUI OKUMURA  BROOKE OLIVER

JOHNNY OLIVERIA & MARISSA JOHNSON-CSIMMA  ROBERT & HOLLY OLMSTEAD  TAMMY OLSEN  WADE & KRISTIE OLSEN  CHERYL OLSON  YUKA OOSHITA

HOLLY ORGILL  MAYRA ORTIZ & MARCOS REMIS  LEslIE OSBORNE  CHRISTOPHER & AMY OUELLETTE  JOEL & SUZI OVERSTREET  TERRI PACE

TRAVIS & SARA PALMER  YUEHHSIANG PAN  MARIGOT & ROLF FRANKLIN  ASHLEY PAPPAS  HA PARK  MARIANNAH PARKE

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DEEPAK PATEL  SUSAN PAVLICH  BOBBY PEARCE  MARILENE PATERA  SHEON PETERS  TUG & ANN PERRY

MARIAH PESKIN  STEPHANIE PETERS  PAUL & ABBY PETERS  RETH PETERSON  BETSY PETERSON  TIM & BRENDA PEYTRU

AMANDA PHILLIPS  EMMY PICKERING  ANGELA PLANCHON  MATTHEW & KATRINA POTTER  IAN POWELL & MAYU KAWANNA  ALLISON PREISS

CHARLEY JESSICA PRESTON  MATTHEW & RACHEL PRIEMOEU  RACHEL PROUD  DANNIE & TIFFANY PROVINCE  SHANE & BROOKE PUGH  JENNETTE PULECO

VARENE & HEATHER PULSIPHER  DALE & SUSAN PURDY  JOSEPH & CATHERINE PUTUTAU  SABINE & MARIS QUARTISCH  DIEGO MURUZ QUIROZ  JACOB & ABIRAINES

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- KIERSTIN ALBERGOTTIE
- SARA KATE ANDERSON
- DON & LYNDA ASHCRAFT
- CHRISTI BARRUS
- JAYNA BAUER
- REBECCA BIGGERS
- AMY BOX
- ZHENXI CAI
- NOELLE CARROLL
- MEXIU CHEN
- WEI TING CHEN
- CHEN HSIU CHEN
- LEWEN CHEN
- MEILING CHENG
- WEI LUN CHIU
- TRACEY CHRISTODOLO
- CHENKUO CHUNG
- CAROLYN CHUPP
- JOSEPH & MELISSA COOK
- LISA DEGRASSE
- WALLY & JAN DENTEN
- PHILLIP ROGERS
- PHILIP & JENINE ROLFE
- KANGYING WANG
- YING HUI WANG
- YI WANG
- RUSSELL & JOHANNA SHARPE
- BELINDA SHEEHAN
- STEVEN & CAROLANN STREAM

RECOGNITION IS BASED ON THE HIGHEST RANK REACHED TWO TIMES IN THE PREVIOUS SIX MONTHS. RECOGNITION IS CURRENT AS OF AUGUST 2016.