

LEADERSHIP



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Congratulations on Reaching Presidential Diamond

Jeff & Jen Frey

LANDISBURG, PENNSYLVANIA, USA



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 something every day that's going to help you grow, because

the more responsibility you have with people, the stronger you have to be. If you don't grow as your team grows, then you're not going to be the leader that they need. You have to continue to grow with your team.

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

Jen: We've been working together for about three years. Any time you have two people who worked independently come together I think there are a lot of challenges. Jeff was his own

boss of another businesses before, and I was my own boss in dōTERRA, so when you mesh those two strong personalities—he wants to do it one way and I want to do it another way. We've had to figure out where each of us is strongest and then delegate different things accordingly. Otherwise we're just butting heads and not going anywhere. We have to make sure we don't work against each other.

Jeff: I think everyone, especially couples, who moves through the ranks of dōTERRA has those challenges. It takes time and effort to work through them, but so does everything worthwhile in life. We just want to let people know that they're not alone.

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 too, 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.

Jeff: 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: I honestly think it's less scary to be a Presidential Diamond than to be a struggling Premier or Silver. Once you hit Presidential Diamond, you have strong leaders who are taking care of most of the things on their own teams. Therefore, you become the mentor of your leaders and they're taking on all the tougher roles. I actually think it's an easier role overall. There are still some expectations that get laid on your shoulders that are difficult, but I don't think it's as scary as everyone thinks. When someone is scared of Presidential Diamond, that's blocking them from maybe becoming the

person that they were meant to be in this world. They're stopping themselves, when really the benefits far outweigh any stressful situation of this rank. It's all in their minds. They have to let that mindset shift and allow themselves to think on the positive side of it. You grow a lot. As a Premier, you can't even fathom what it's like to be Presidential Diamond because you haven't gone through all the stages of growth. Through that time, you're going to grow into the person that can be a Presidential Diamond. You're going to develop those leadership skills throughout that growth and you'll be ready when it comes. It's attainable. The hardest part is behind you once you get there.

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

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.

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. I like seeing people with healthier, happier lives and dōTERRA offers that. It allows us to live our life purpose because we have no restrictions. If God tells us to go somewhere or do something—we can. 💧



Presidential Diamond Tips

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*

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 those ranks. It's such a big journey and I think everyone needs to take it." *-Jen*

Dana Feldmeier

ENCINITAS, CALIFORNIA, USA

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.”

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

DIAMOND TIPS

Prioritize personal growth.

“There’s a lot of learning and growing in this business, so prioritizing personal growth is important. I always choose opportunities for personal growth over business trainings. Things like having a strong meditation practice have supported me a lot and gotten me through stressful times like Diamond Club.”

Push through your doubt.

“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.”



Ty Herr & Sarah-Jane Pepper

MAPLE RIDGE, BRITISH COLUMBIA, CANADA

Inner Guidance

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."



"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."

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, "It's constantly pushing me to be everything I can and to play bigger than I ever thought I could." Ty can now spend more time with them as a family, and their dreams are coming true.

THERE'S NO ONE-SIZE-FITS-ALL

1

GATHER LOTS OF IDEAS. "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."

2

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."

3

APPLY THEM TO EACH SITUATION. "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."

4

HONOR EVERYONE'S PROCESS. "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."

Michael & Michelle Bowles

MACON, GEORGIA, USA

Power & Hope

“When you’re focused on competition, you’re focusing on the wrong thing. If we help each other, everybody wins.”

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.”

**“TALK LESS. LISTEN MORE.
BUILD A RELATIONSHIP OF TRUST.”**



DIAMONDS...

INNOVATE

“Don’t make excuses. Make things happen. I think a lot of people get discouraged when things get hard. They just freeze up. Instead, they need to tighten up their boot straps and get to work. Attitude is everything. Don’t focus on why something can’t be done. Focus on finding a solution.”

COLLABORATE

“Work together with your team. Getting to Diamond is not something you do on your own. It’s one of the first leadership ranks where you have to have leaders underneath you that are committed and working. Match their momentum.”

PERSEVERE

“I don’t ever quit. I think that’s what every Diamond and above has in common. When things got hard, they didn’t quit. When things didn’t go as planned, they persevered. You already know what happens when you quit. Find out what happens when you don’t.”

Midori Yamaguchi
JAPAN

TOUCHING LIVES THROUGH AromaTouch®

Midori Yamaguchi was primarily interested in dōTERRA 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 dōTERRA business.

Eventually, people wanted to learn about AromaTouch, and, as a result, it created a natural opportunity for her to teach and promote dōTERRA. With her sharing success, she reconsidered the dōTERRA business and began to receive help and motivation from dōTERRA leaders. She says, "When I joined dōTERRA, I used to listen to Mr. Uchiyama's seminars every month. This gave me confidence to go into business with dōTERRA 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 dōTERRA. She often shares dōTERRA 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 dōTERRA 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 dōTERRA's culture and encourage them to get to know

executives and upline leaders, which will help them realize the potential of dōTERRA."

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 dōTERRA, and I want others to know that as well." dōTERRA 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

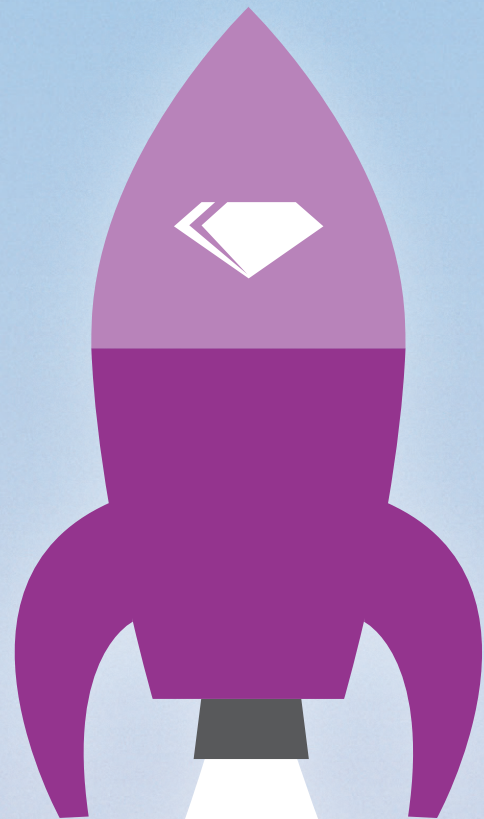
MAKE AN EXTRA EFFORT.

"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 dōTERRA oils. I have been looking for high-quality, organic products, and dōTERRA satisfies my needs."



THE BASICS OF DIAMOND CLUB



“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*)

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 for 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 either 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: **51,752**

Ben & Cami Buchta

LAS VEGAS, NEVADA, USA

PILOT YOUR DREAMS



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 know we had a line. I 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 Cō-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

"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

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."



"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

SIMPLE STEPS TO SUCCESS

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

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.”

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 dōTERRA, two of her children were seriously injured and her mom got very sick. She says, “I couldn’t work because I was so busy looking after them. I burnt myself out stressing about finances, because I wasn’t earning any money except for the \$500 a month I was getting from dōTERRA.” When Allison also got sick, she realized though she couldn’t massage, she could teach dōTERRA classes. So, she decided to put her effort into that.

“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 dōTERRA 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 dōTERRA 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 dōTERRA 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 dōTERRA. 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 dōTERRA has brought into my life. It’s so much more than I ever imagined.”



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

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.”

NEW dōTERRA DIAMONDS

Andrew & Michelle Pope

DARDANUP, AUSTRALIA

Self-Care, Self-Love, Self-Acceptance

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.”

PERSONAL REQUIREMENTS FOR GROWTH

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.”

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’ flow. 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.”

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.”

“Our daughter has only known oils. She knows exactly how to use them and where to put them. It’s pretty cute—she puts roller bottles on her teddy bear at night time.”

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

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.”

“By becoming part of the dōTERRA business, you become part of something bigger than yourself. You really feel like you can make a big difference, not only amongst family and friends, but throughout the world.”



UNITING 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 dōTERRA Whatever Your Circumstances

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

This is the final installment in our series featuring the stories of some of our leaders to illustrate how dōTERRA 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 dōTERRA.

BELOW, OUR LEADERS SHARE THEIR EXPERIENCES:

Amy Jones, Silver

dōTERRA 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 have lunch with her. I can be home when she gets home from school. We love the freedom dōTERRA 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 dōTERRA 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 dōTERRA, 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 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 dōTERRA. 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 dōTERRA and look forward to the day when I have one focus for financial freedom.

Tasha Sprovtsoff, Silver

It's important to make time for each thing. It's OK to ask 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 getting 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 dōTERRA 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 dōTERRA. 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 dōTERRA 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 dōTERRA business with and without a spouse. ♦



Chua Hong Leong & Law Shuli

SINGAPORE

Purpose & Passion

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 Dave answered them all very well. He

says, “When I left, I was thinking that I felt comfortable with dōTERRA as a company.” He spent the next week trying the product and discovered he really liked that as well. Two weeks later, he told Shuli it was time to change companies.

The products and the culture of the company were the two main reasons Hong switched to dōTERRA, but over time, he discovered the compensation plan was superior as well. He saw that with 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

“dōTERRA is about quitting on a good day. After you enroll someone on a Diamond Kit, you're allowed to quit. Persistence is key. As you work through the bad days, you will be successful one way or another.”

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.”

THE 3 FLOWERS TO GROW IN YOUR GARDEN

“Instead of going out and chasing butterflies, let the butterflies come to you. So plant seeds to grow a big garden of flowers that will attract the butterflies.”

RED ROSE: Business Opportunity. “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.”



“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.”



"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."

NEW dōTERRA DIAMOND

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 of theirs, enrolled, 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 hit 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."

PREPARATION FOR DIAMOND

FIND OUT HOW TO SERVE THEM BETTER. "Following-up was a big part of my past business. I made sure to follow-up with my clients with a welcome letter and a thank-you note. I really made sure they were happy and wanted to know how I could help or serve them better. I think that's important with any business."

CREATE A DUPLICABLE FOLLOW-UP SYSTEM. "In dōTERRA, I have a really consistent follow-up schedule. It's a 90-day plan that I like to share with my builders so nobody gets lost. It's a duplicable follow-up system that keeps them connected to the people they have enrolled."

HAVE A WELLNESS CONSULT RIGHT AWAY. "As soon as possible, make sure to send them a welcome letter. Track their orders so they know when their package is arriving, and make sure they know you're thinking about them. Schedule a wellness consult for five days later. Either sit down with them in-person if possible, or do it on a Zoom call or on the telephone."

KEEP IN CONTACT FOR THREE MONTHS. "Fourteen days later, check in. Then, once a month, for three months, really tune in with them. Help them edit their LRP cart. Come up with solutions for new health challenges. Help them with some ideas. Usually, after three months people are good to go. This helps make them independent as soon as possible."

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

Daniel Salomons & Geralyn Power

CAMPBELLVILLE, ONTARIO, CANADA

TRUST YOUR Intuition

“My end goal is to help women do what feels right for them. I want women to trust their own intuition and the guidance they’re receiving in their lives.”

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 dōTERRA through Ange Peter’s blog, and she was immediately intrigued. She could see that dōTERRA 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 dōTERRA 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 dōTERRA, 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 dōTERRA, 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.”



BRINGING IN LEADERS

FOCUS ON ATTRACTION. “I believe that when you’re aligned with the work you’re meant to be doing, you are guided to the people who need you. Growing my business was never an issue of how am I going to find people, because I knew in my heart they would be attracted to me.”

SHOW UP FOR THE ONE. “It all starts with one. If you have a class with five to ten people, there’s going to be one sitting there that’s really intrigued and is going to want to host their own class or do the business. But, it’s your job to show up in a way that lifts that person up.”

EXPRESS YOUR PASSION. “If you show up to a class with a goal to truly serve and educate with purpose, passion, and vision—people will feel that from you. That will make that one person come up to you and say, ‘I think I want to do this.’”

“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.”



“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.”

NEW dōTERRA DIAMOND

Elena Brower
NEW YORK, NEW YORK, USA

A COMPASSIONATE FOCUS

It was because of Elena Brower’s admiration of Marcy Snodgrass that she got involved in dōTERRA. Elena was busy as a yoga and meditation instructor that traveled all over the world teaching, so for three years, she only used dōTERRA 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 dōTERRA 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 dōTERRA 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.

“Your team is 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.”



GET TO KNOW dōTERRA CORPORATE

KURT GRAY

—Creative Director—

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."

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.

3 Find out what makes you different. Let's face it, there's a lot of competition out there. It's important for your brand to be different from the others. To be unique, you need to decide what attributes set you and your team apart from others. You need to be different to attract the people who will fit your team culture and brand.

4 Stay consistent. Rather than going along with every ebb and flow in the trends of network marketing, it's important to stay consistent in the branding of your team. Like the shoe brand TOMS will always be about giving back while looking stylish, your team should represent something that won't change.

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. 💧

FAVORITE PRODUCTS



dōTERRA Deep Blue® Rub
"It's great for those long days at the gym."



dōTERRA Balance®
"This helps ease some of my son's nervousness."



NEW dōTERRA DIAMONDS

“When you believe in such a pure product and know that it’s coming from an ethical company, it’s a win-win.”

John Croft & Noel Blanchard

PADBURY, AUSTRALIA

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, ambience, 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!”

SIMPLE STEPS TO BECOMING A BETTER LEADER

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.”



COULD NOT ASK FOR
MORE

“We love sharing our passion far and wide, nationally and internationally. We love seeing people have experiences with an oil so pure that it literally changes their lives.”

■ Mark & Jodi Naylor

KATOOMBA, AUSTRALIA

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	RETENTION	REWARDS	EQUALITY
“dōTERRA is a financially solid company that provides world-class products, wonderful education, and leadership development. The entry price is extremely low.”	“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!”	“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.”	“Anyone can make it in this business. The compensation plan is fair in that you create together, you build together, and everyone benefits.”





Charles & Anna Penick

BEAUMONT, CALIFORNIA, USA

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.”

Anna 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 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.

“I 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.

“I 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.”

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.”

“I believe that people can see a more beautiful and exciting world through dōTERRA.”

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.”

Samuel & Windi Rifanburg

NORWICH, NEW YORK, USA

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."

The Journey to Leadership

BY
KATELYN NEIL

Searching for Answers

Throughout my journey of building my dōTERRA business, I've had feelings of exhilaration and also inadequacy. Entrepreneurs like me appreciate the generous business opportunity dōTERRA 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 dōTERRA 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 dōTERRA 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, dōTERRA 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 and 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.



dōTERRA® WELLNESS ADVOCATE *Recognition*

DOUBLE PRESIDENTIAL DIAMONDS

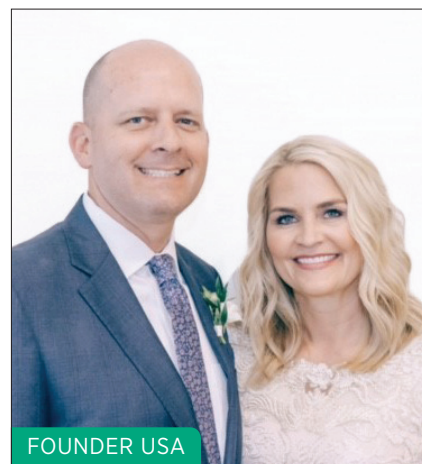


FOUNDER EU

WES & HAYLEY HOBSON



PATRICK & ALLYSE SEDIVY



FOUNDER USA

BOYD & SANDY TRUMAN

DOUBLE BLUE DIAMONDS



FOUNDER TWN

STEVEN & MONICA HSIUNG

DOUBLE DIAMONDS



FOUNDER USA

ANDY & NATALIE GODDARD



FOUNDER USA

JUSTIN & KERIANN HARRISON



FOUNDER TWN

DAVID & TAWNIA HSIUNG



FOUNDER USA

JERRY & LAURA JACOBS



FOUNDER TWN

KAI HSUN KUO & PEI LING SU



ERIC & ANDREA LARSEN

PRESIDENTIAL DIAMONDS



FOUNDER EU

KENNY & REBECCA
ANDERSON



MATT & KELLY ANDERSON



JERRY & BRANDI BURDINE

PRESIDENTIAL DIAMONDS



JAMES & ROXANE BYBEE



MAREE COTTAM & DIRK VANDERZEE



MARK EWEN & CHRISTIAN OVERTON



NATE & BRIANNE HOVEY



CLAY & JESSICA IDTINGS



MATT & SARA JANSSEN



SCOTT & RHONDA FORD



JEFF & JEN FREY



ROGER & TERESA HARDING



KYLE & KIERSTON KIRSCHBAUM



ASAKO KOBAYASHI



CHENG HUI LIU & PEI CHIH YI



JOHN & MELYN HARRISON



SHANE & REBECCA HINTZE



PAUL & BETSY HOLMES



KC & JESSICA MOULTRIE



SUMIKO NOBORI

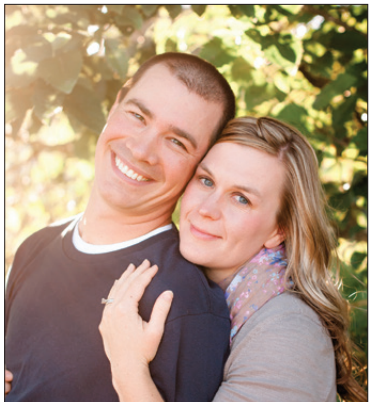


PAUL & VANESSA JEAN BOSCARIELLO OVENS

PRESIDENTIAL DIAMONDS



NATE & BRIANNE HOVEY



CLAY & JESSICA IDTINGS



MATT & SARA JANSSEN



KYLE & KIERSTON KIRSCHBAUM



ASAKO KOBAYASHI



CHENG HUI LIU & PEI CHIH YI



KC & JESSICA MOULTRIE

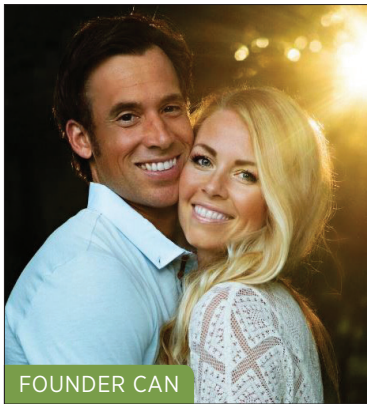


SUMIKO NOBORI



PAUL & VANESSA JEAN BOSCARIELLO OVENS

PRESIDENTIAL DIAMONDS



CHRIS & ANGE PETERS



GARY & KARINA SAMMONS



KACIE VAUDREY & MIKE HITCHCOCK



WALTER & MELODY WATTS



CHRISTIAN & JILL WINGER



KEVIN & NATALIE WYSOCKI



TOSHIYA & IZUMI YANAGIHARA

BLUE DIAMONDS



PAUL & DELMAR AHLSTROM



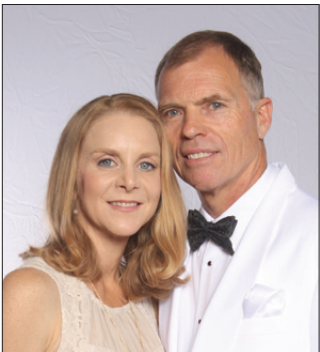
KARI ARNTSEN



KAREN ATKINS



DAVID & ASTI ATKINSON



ROMAN & CORINNA BARRUS



MATTHEW & JANNA BERRY



JEREMY & MICKI BOBERG



CHRIS & KAREENA BRACKEN



JENNIFER BRADY



JEFF & CHERIE BURTON



FU YU CHEN



CHIH HSUN CHIEN & SU JU HUNG

BLUE DIAMONDS



HUNG WAI CHOI



SPENCER & BRIANNA COLES



JAMES & TANYA COTTERELL



STEVE & GINNA CROSS



MOLLY DAYTON



FRED & CARRIE DONEGAN



ROSALIE ELLIOTT



DAVID & JULIANNE ELLIS



KEITH & SPRING ESTEPPE



YUWEI FENG & CHANGPU YU



NICK & JEANETTE FRANSEN



LI & LANCE FRYLING

BLUE DIAMONDS



ARIN & GABRIEL FUGATE



LOUIS FUSILIER & MONICA
GOODSELL



AL & MAUREEN GARCIA



ANDY & MISSY GARCIA



MARC & JENN GARRETT



JEFF & KATIE GLASGOW



STEVE & KRISTINE HALES



JIM & LARA HICKS



JESSE & NATALIE HILL



LAURA HOLBROOK



BENJAMIN & STEPHANIE
HOWELLS-SCOVILLE



FOUNDER TWN

CHIH LUNG HUANG & CHEN
CHEN CHANG

BLUE DIAMONDS



BRYAN HUDDLESTON & LASSEN PHOENIX



RICK & KATHY HUNSAKER



MARY HYATT



LAI JAUCHING



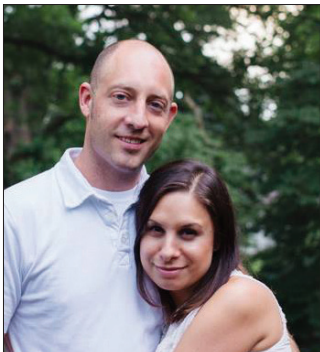
SEASON JOHNSON



JUI CHANG JUAN & TSAI CHIA HSIU



JEREMEY & ANNETTE JUKES



DRU & GINA KIESEL



EMMA KNIGHT



JON & DUQUESA LAMERS

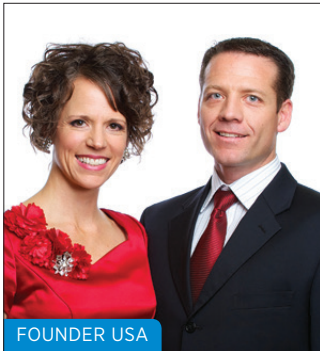


LAURIE LANGFITT



DANNY & NICOLE LARSON

BLUE DIAMONDS



JUSTIN & TAHNA LEE



YU YU LIN



PO HSIU LIN & FANG SU KUAN



HOLLY LO



STEVE & RACHEL LOTH



DAVID & HEATHER MADDER



ALONTO & DESIREE MANGANDOG



ZACKERY & STEPHANIE MARTIN



JULENE MARTINDALE



AARON & TONYA MCBRIDE



DENA MCCAFFREE

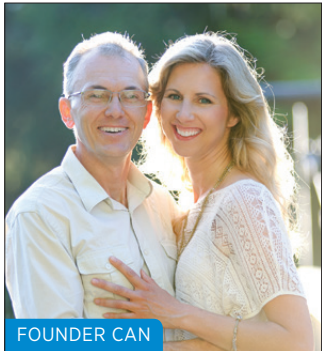


DAVID & TAMMY MILLER

BLUE DIAMONDS



JUSTIN & ASHLEE MILLER



FOUNDER CAN

STEVE & KIMBERLEY MILOUSIS



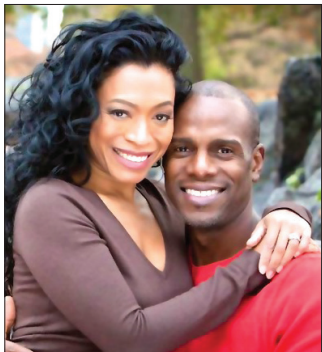
NATE & DANA MOORE



JARED & NICOLE MOULTRIE



JONATHAN & DEANNA NICHOLS



DR. ZIA & KY NIX



JEFF & CRYSTAL NYMAN



FOUNDER JPN

RIYO OGAWA



RICHARD & JENNIFER OLDHAM



KATHY PACE



ERIC & KRISTEN PARDUE



DR. JOHN & HEATHER PATENAUDE

BLUE DIAMONDS



FOUNDER AUS

ADHEESH PIEL & SANTOSHI STONE



JESSIE REIMERS



ROD & JEN RICHARDSON



FOUNDER USA

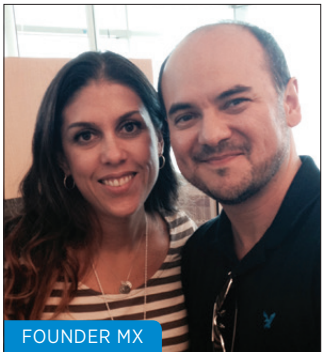
BURKE & NATALIE RIGBY



SETH & JENNY RISENMAY



FRANK & JACQUELINE RITZ



FOUNDER MX

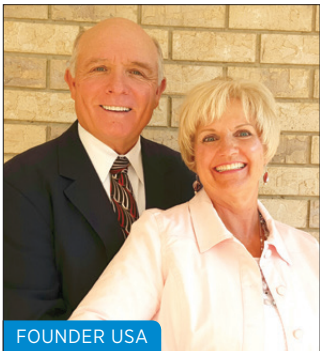
DANIELA & FERNANDO ROMAY



CARLYLE & KATIE SCHOMBERG



JEFF & DIANE SHEPHARD



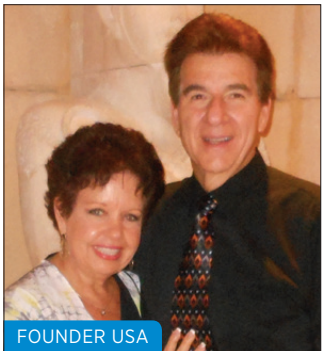
FOUNDER USA

TERRY & LIL SHEPHERD



FOUNDER AUS

MARK SHEPPARD & RANI SO



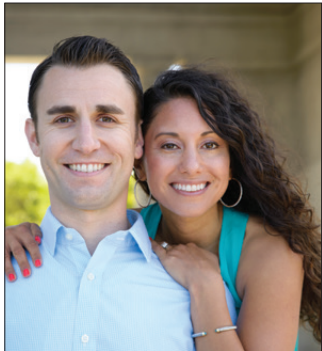
FOUNDER USA

DAVE & PEGGY SMITH

BLUE DIAMONDS



RYAN & DANI SMITH



DR. MARIZA SNYDER &
ALEX DUNKS



JIM & TAMMY STEPHENS



JAMES & CHELSEA STEVENS



DR. JEFF STYBA



ZHONG SUN & FUCHUN XI



BETTY TORRES-FORBORD



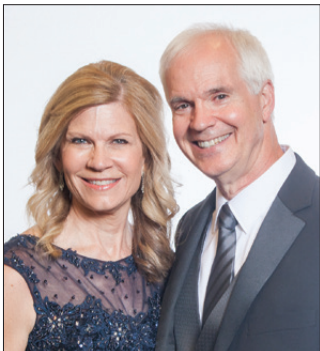
MATT & ALICIA TRIPLETT



GINA TRUMAN



FUMIKA UCHIDA



MARK & LORI VAAS



SHANE & KRISTIN VAN WEY

BLUE DIAMONDS



MICHAEL & SARAH
VANSTEENKISTE



JOEL & SHERRI VREEMAN



WENDY WANG



JOHN & KALLI WILSON



JARED & SHEREE WINGER

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DIAMONDS



DR. JOHN & JENNIFER ACCOMANDO



ATANASKA ADAMS



KATIE ADAMS



LORENA ALVARADO



NEAL & ERIN ANDERSON



CLAUDIO & JANA E ARANCIBIA



LUZ MARIA ARGUELLES



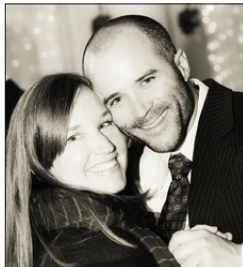
ANA LEDA ARIAS & CARLOS PANIAGUA



JUSTIN & BRIDGET ARNOLD



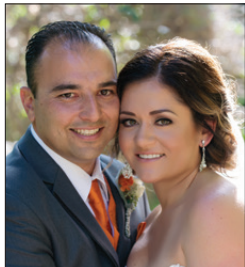
KAZUYUKI ASAKAWA



JIMMY & ANGELA ATKIN



MI HYEON BACK



DAVID APOSTLOVSKI & ANDREA BAEZA



PETER & SUSIE BAGWELL



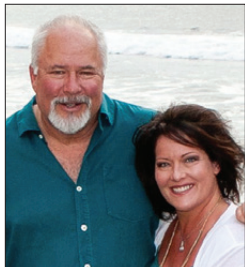
NATE & KELLY BAILEY



PERLA BALDEMAR & JORGE TENORIO



BENJAMIN & JADE BALDEN



RICK & HAYLEY BAMMESBERGER



DAVID & KARLA BANKS



MACKENZIE BANTA

DIAMONDS



ERIC & BECKY BARNEY



MONIKA BATKOVA & MARTINA VALNICKOVA



JEREMY & CARLY BAUTISTA



LISA BEARINGER



YOHAN & LAURA BEGHEIN



DANIEL & CHRISTINA BENITEZ



JUDY BENJAMIN



JOY BERNSTEIN



KEN & WENDY BERRY



HARLAN & MARIE BERWALD



MEL & CONCETTA BIBENS



NATALIE BLACKBURNE



TARA BLISS



JAMIE BOAGLIO



JON & KENDRA BODINE



LOURDES BORNACINI



STACEY BORSERIO & ZACHARIAH AURELIUS



MICHAEL & MICHELLE BOWLES



NATHAN & REBECCA BOWLES



DR. JAMIE & CHRISTINA BOYER



JASON & KAMILLE BREUER



RACHELL BRINKERHOFF



JEN BROAS



ELENA BROWER



ADAM & CAREY BROWN

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DIAMONDS



DON & CINDY BROWN



RUSS & CHAR BROWN



STEVE & BRENDA BROWN



MARIO JÖLLY & SABINE BUCHNER



BEN & CAMI BUCHTA



DAN & SUSAN BURSIC



ERIKA BUTLER & RICK HENRARD



CLAUDIA CALDERON



ANNE CALHOUN



JEREMIAH & KIM CAMUSO



BRADY & MICHELLE CANNON



JOHN & ERIKA CAPPELMANN



BEN & ADABELLE CARSON



JONATHAN & AMY CARVER



DOUG & RACHELLE CASTOR



THAD & KATHY CHANDLER



KUI FEN CHANG



SHUANG SHUANG CHANG



CHIU SHIANG CHEN



SHUFEN CHEN & CHIALING CHANG

DIAMONDS



TSAI YING CHEN



WEI-FANG CHEN



RICK & ETSUKO CHIDESTER



GREG & MARTI CHRISTENSEN



TROY & DOROTHY CIVITILLO



ANNIE & DARRYL CLARK



MARC & ROMI CLARK



MIKE & RACHELLE CLEARY



ANDREW & SHANNON CLOUGH



ALLISON COCHRAN



BRETT & FARRAH COLLVER



CAROL COLVIN



JOAN COON



RICHARD & ELIZABETH COPELAND



ADAM COPP & ROSIE GREANEY



KENT & STEPHANIE CRANE



VERNON & JENNY CRAWFORD



JOHN CROFT & NOEL BLANCHARD



KARLEL CROWLEY & STUART DIXON



JEFF & JUDY CRUDEN



DANIELLE DANIEL



VICTOR & AMANDA DARQUEA



DURELL DARR



MIKE & LORI DAVIS



LIZETH BALDEMAR DE ARRAS

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DIAMONDS



FOUNDER MX
SOFIA LOPEZ DE LARA
& JOSE RODRIGO
ALADRO



DR. MARK & KRISTI
DEBRINCAT



VICKIE DICKSON



MEGAN DILMORE



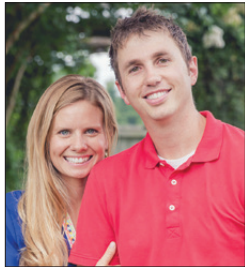
CURT & TONIA
DOUSSETT



FOUNDER EU
ROGER &
EMMANUELLE DUCE



DAVE & LIZ EATON



MARK & LINDSEY
ELLIOTT



STUART & SHAYE
ELLIOTT



DENNIS & MARY
ENGLERT



JOEL & FAY EPPS



DR. MELISSA & EVAN
ESGUERRA



FOUNDER MX
PAOLA ORTEGA &
SILVANO ESPINDOLA



FOUNDER MX
LUIS & CAROL ESTEVEZ



ROLANDO & JESSICA
ESTRADA



FORREST & LESLIE
EXLEY



EM FALCONBRIDGE



DAMIAN & JENNA
FANTE



LEONIE
FEATHERSTONE



ANDREW & CHRISTY
FECHSNER

DIAMONDS



KNUT & CHRISTY
FEIKER



DANA FELDMEIER



DANIEL & MICHELE
FENDELL



ROBERT & KIYLA
FENELL



DALE & TONYA
FERGUSON



MIKE & JANA FINCH



BARRETT & CARA
FINES



HAYLEY FLEMING



SAMSON & LETICIA
FOLAM



MEGAN FRASHESKI



AARON & WENDY
FRAZIER



FOUNDER JP
KAORI FUJIO



LESLIE GAIL



GINO & AMANDA
GARIBAY



DAVID & CRYSTAL
GARVIN



DAREN & CRYSTELLE
GATES



MICHELLE GAY



ALESSIO & WENDY
GIANNUZZI



BRANDON & LINDSEY
GIFFORD



BRIAN & BECKY
GILLESPIE



BRAD & TOBI GIROUX



THOMAS & AMY
GLENN



CARMEN GOLDSTEIN



JAY & DEBBIE
GORDON



DR. ANDREW & RUTH
GOUGH

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DIAMONDS



ADAM & LEAH GRAHAM



MICAH & KRISTA GRANT



LYN & PETER GUERIN



CURT & CAROL ANN GUEST



FOUNDER KOR
BOO KYUNG HA



KIRK & JENNIFER HAMILTON



CRAIG & LINDSAY HAMM



CLIFF & PJ HANKS



DR. SANDRA HANNA



GIADA HANSEN



EMILY HANSON



MARTY & JIM HARGER



AISHA HARLEY



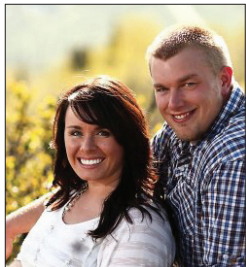
NATALIE HARRIS



RYAN & JENYCE HARRIS



SCOTT & SHYANNE HATHAWAY



MARK & ALICIA HAUGSTAD



JOE & LORI HAYES

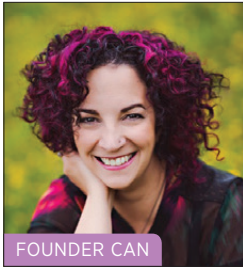


ALLISON HAYS



JENNIFER HEATH

DIAMONDS



FOUNDER CAN
DR. MARISSA HEISEL



PAUL & TERI HELMS



SUSAN HELZERMAN



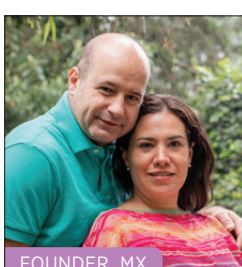
FOUNDER USA
GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



FOUNDER MX
JUAN CARLOS HERNANDEZ & ARACELI VALENCIA SANCHEZ



FOUNDER MX
IAN & PAOLA HERREMAN



BRYANT & BRIANNA HESS



FOUNDER USA
TERRY & MARIA HEUSER-GASSAWAY



FOUNDER JPN
MISA HIRANO



EMA HIRZEL



FOUNDER HK
MICKEY HO



HERB HOELLE & FRANI PISANO



ROBERT & TONI HOLLAND



JENI HOUSTON



CHUN MING HSU & HSIN PEI HSIEH



TE FU HSUN & CHING HSUE WANG



JEFFERY & MIRANDA HU



CHING YING HUANG



MICHAEL HUANG



REID & CHRISTY HUGHES



ALLISON HUISH



SEAN & JENNI HULBURT



JULIE HUNDLEY



TAKESHI IGARASHI

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DIAMONDS



HIROMI IKEDA



CYNTHIA INCZE



YUKI ISHIDA



ROB & WENDY JAMES



DALE & JENNIFER JARAMILLO



STEVE & SANDIE JENSEN



HABONG JEONG



AARON & JESSA JOHNSON



KILEY & NORA JOHNSON



BRIAN & RACHEL JONES



JARED & RACHEL JONES



LELAND & ROBIN JONES



RICHARD & LISA JONES



BILL & DEENA JORDAN



HAGAN & DENA JORDAN



LISA JURECKO



CHIAH HO KAO



TZU YUAN KAO



MASAMI KAWAI



SEAN & CHELSEY KAYSE

DIAMONDS



TRACI & JACK KENNEBECK



MIKE & KALLI KENNEY



KATE KETTLEWELL



DRS BRADLEY & JENNIFER KEYS



NICK & DYANNA KILLPACK



YOUNG SUOL KIM



RYOKO KIMURA



MATTHEW & BAILEY KING



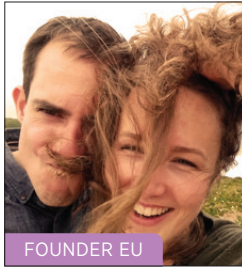
MELISSA KING



SHAWN & LAURA KING



TOM & ROMMY KIRBY



WILLEM-PAUL & LOUSSANNA KOENEN



MIKI KOJIMA



KAJINO KOUME



JENNIFER KOURTEI



DEBBIE KRAHN



JOE & AMBER KROPF



FREDDY & MANDY KUHN



SPENCER & RETA KUHN



PU LI KUO



WEN HUNG KUO & SHIH AN KUO



MARY LAGASSE



YEE MUN LAM



DAVID & LOIS LANE



NOLAN & PAT LEAVITT

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DIAMONDS



CECIL & LIANA LEE



FOUNDER SGP
CHUA HONG LEONG &
LAW SHULI



ZACH & KYLENE
LESSIG



DR. DANIEL & KATIE
LEVERENZ



CHAD & JODI LEWIS



FUXIAN LI & LING LING
ZHANG



FOUNDER TWN
YU YIN LI



HSIU FENG LIN



TIENH HSIUNG WANG &
HSIU CHI LIN



JOHNATHAN &
RACHEL LINCH



NANCY LINDER



FOUNDER TWN
CHIH JEN LIU & MAN
TSAI



MIN LIU



TRINA MARIE LOW



SHELLY LOYD



YU JUNG LU



DWAYNE & TRACY
LUCIA



STEVE & TRACY LYMAN



BRETT & BROOKE
MAGLEBY



JAMES & CYNTHIA
MAGUIRE

DIAMONDS



FOUNDER AUS
TANYA MAIDMENT



MILTON MARIN &
CAROLINA MUNOZ



JOSH & KEELI
MARTINEZ



JOHN & PATTI MASON



FOUNDER JPN
TERUMI MATSUSHIMA



FOUNDER JPN
SHOKO MATSUYAMA



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



TONY & AIMEE
MCCLELLAN



KEITH & KERI MCCOY



JASON & SHARON
MCDONALD



BRITTANY MCDONALD



JOSH JELINEO & BEBE
MCFALL-JELINEO



SUZANNE MCGEE



JEANNE MCMURRY



BRAD & ANGELA
MELTON



ROGER & CAROL-ANN
MENDOZA



JERRY & PRISCILLA
MESSMER



BECKY METHENY



MICHAEL & MELISSA
MORGNER



PAUL & SOPHIA
MORRISON



JANELLE & JUSTIN
MUELLER



HOWARD NAKATA



JODI & MARK NAYLOR



CORY & STEPHANIE
NEWTON

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



ANGIE NG



YOSHIFUSA NISHIDA



MITSUKO NOMIYA



ERIC & KRISSY NORDHOFF



AUSTIN & AMBER NORDSTROM



KERRY & DENISE NORRIS



ADAM & TAMI NUHFER



BERNADETTE O'DONNELL



SARAH O'MAILIA



FRANK ODDENS



MUNEHIRO OKUMURA



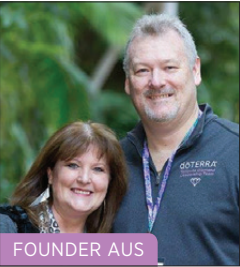
KEIJI & EMIKO OKUYAMA



JOHN & AMANDA OLSEN



STEPHEN & DAWN OLSEN



JOHN & PAULA OVERBEEK



JOHN & KIM OVERPECK



ROBERT & JANELLE PARRINGTON



JOHN & LAURA PASTERNAK



MICHAEL & CYNTHIA PATIENCE



DICK RAY & STACY PAULSEN

DIAMONDS



ANNA PENICK



SARAH-JANE PEPPER & TYLER HERR



CHRISTINA PETERS & MICHELLE MCVANEY



SPENCER & LAURA PETTIT



JON & EMILY PFEIFER



RYAN & BETH PHILLIPS



GERALYN POWER & DANIEL SALOMONS



MAYRA & STEPHEN POWERS



RUTH PRINCE



TRACY PRINCE



BOBBY & AUBREY PRUNEDA



JENNA RAMMELL



KRISTA RANDALL



DR. LACEY RAPOSO



KIMBERLEY REID



WINDI & SAMUEL RIFANBURG



PATRICIA QUIROZ RIOS



BOB & REBEKAH RIZZO



JESSICA ROBERTS



CASEY & MELISSA ROBERTSON



JAMES & KELLY ROBISON



BRITTANY ROSCHECK



MICHAEL ROTHSCHILD



ANDREW & MINDY ROWSER



JOANNA RUSLING

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



DAVID & DENETTE RUSSELL



JESSICA RYAN



DEVOLA SAMUELSON



ERIC & GALE SANDGREN



ADRIAN & ROXY SARAN



STACEY SARROS



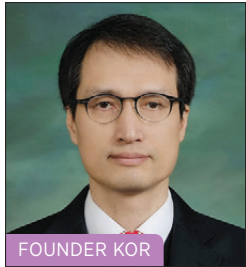
JOSIE SCHMIDT



MATT & TENILLE SCHOONOVER



JULIE ANN SCOTT



FOUNDER KOR
HOON SEO



TOMAS & SUZETTE SEVERO



KEVIN & KESHIA SHEETS



KIM & DARREN SMADIS



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



KIRK & LANA SMITH



STEPHANIE SMITH



WILL & MARCY SNODGRASS



ROBERT & SHARLA SNOW



JOSEPH & LAURA SOHN

DIAMONDS



THERESA SOUCY



NATHAN & MINDY SPRADLIN



BRANDON & STEFANIE STAVOLA



JASON & ALICIA STEPHENS



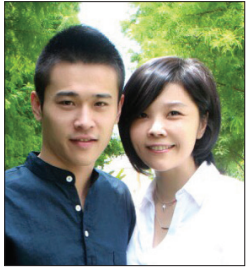
WADE & CHRISTINE STOLWORTHY



MELODY STRAMPELLO



VICTORIA STRELNIKOVA



YU KAI SU & LING-EN HUANG



FOUNDER TWN
WEN CHIANG SU & HUI YU HUANG



DR. MARA SUSSMAN & DWAYNE GRIM



SAMUEL & MELISSA TAEU



YOKO TAKAKU



FOUNDER JPN
HIDEMITSU & YOKO TAKEDA



CHIEKO TAKEKAWA



FOUNDER TWN
CHEN CHIEN TANG & CHIAH LING LI



THOMAS & BROOKE TAZBAZ



AMY & DAVID THEDINGA



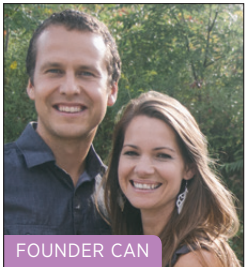
PRAMELA THIAGESAN



BILL & ERLEEN TILTON



GODFREY & MICHELE TINDALL



FOUNDER CAN
BRAD & DAWNA TOEWS



JASON & ALLISON TRIPP



FOUNDER TWN
HAO HENG TSAI & HSIN YUN CHANG



FOUNDER HK
STEPHEN & YVONNE TSAI



LYDIA TSENG

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



FOUNDER AUS
CHERIE & MAX TUCKER



BYRON & RENEE
TWILLEY



KARI UETZ



JENNIFER VASICH



CHAD & ESTHER
VERMILLION



SONDRA VERVA



EDDIE & ANGELA
VILLA



PETE & CARRIE VITT



BROOKE VREEMAN



BOB & CATHI
WAALKES



AARON & HEATHER
WADE



ALAN & CHERYL
WAELBROECK



DAVE & KATE WAGNER



TARA & JUSTIN
WAGNER



KENNETH & STEPHANIE
WAHLBERG



CHAD & SUSIE WALBY



CHARLES & HELEN
WANG



ERIC & SANDRA WANG



BEN & MEGAN
WARDEN



MARK & TAMALU
WATKINS

DIAMONDS



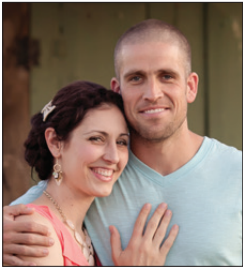
ROGER WEBB



JULIE WEINBERG &
MEREDITH KELLY



JOHN & SHAUNA
WETENKAMP



AARON & DR. RACHEL
WHALEY



DALLON & EMILI
WHITNEY



CHARLES & AMY
WIDMER



LISA WILSON



ROB & MELISSA
WILSON



ERIK & LINSEY WILT



DANELLE WOLFORD



DANIEL & AMY WONG



FOUNDER TWN
TUNG HAN WU



JOEY & CACHAY
WYSON



MIDORI YAMAGUCHI



FOUNDER JPN
HIROKO YAMAZAKI



EDWARD & LINDA YE



FOUNDER JPN
FUMIKO YOSHIMOTO



FOUNDER JPN
MIHO YOSHIMURA



FOUNDER JPN
YASUNORI
YOSHIMURA



FOUNDER JPN
ATSUKO YOSHITOMI



KELLY ZHAO



SCOTT & LISA ZIMMER

DIAMONDS NOT PICTURED:
HO NIEN HUANG & KUAN
YUN HSIUNG
SHENGHAO SU

PLATINUMS



AKIKO ABIRU



KELLY ALVIS



MIKE & JESSICA ANDERSON



KISANE APPLEBY



PETAH-JANE AUCKLAND-HALL & URA AUCKLAND



BRIAN & SHAWNA BIELMAN



ERIN BLOTT



MONICA BRAVO



PETER BROOSTROM & JULIETTE FINCH



PATRICK & KATHRYN BROWN



TONI BUNTING



JARED & REBECCA BURT



LORALIN CAMPBELL



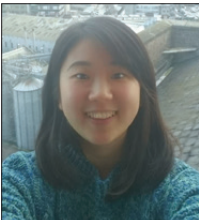
LISA CANIPELLI



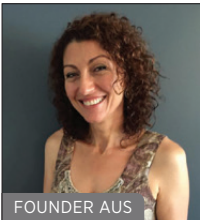
GILDA ESTRADA CARRANZA



LACEY CHALFANT



HSUAN CHIU



TERPSY CHRISTOU



BRIAN & MERIDETH COHRS



OSCAR CORDERO & BRENDA ALTAMIRANO



ALICIA COTTAM



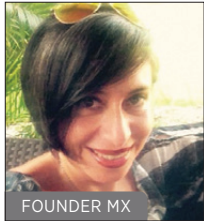
CRYSTY COVINO



DR. JAMES & KIM DAHLIN



KEITH & KENDRA DAVY



FANNY MILLAN DE LEON



GUILLERMO & IVONNE DE SUAREZ



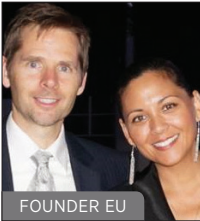
JEREMY & HOLLY DIXON



SUSAN DYESS



CAROLYN ERICKSON



JON ERIK & LYNN KVAMME

PLATINUMS



PAUL & HEATHER ESSLINGER



KIRA FISCHER



JAKE & JOANN FOWLER



BRADLEY & ALANNA FRANKLIN



PAUL & STEPHANIE FRITZ



YOUKO FUJIMOTO



KENNY & LINDSEY GALE



FREDRICK & ERIN GILES



KRISTANN GILLIES



CRAIG & LYNN GINES



VALERIEANN GIOVANNI



TESS GODFREY



LUCY GONZALES-ROMERO



VANESSA GRANATA



LEON GREEN



NATALIE GREIG



DREW & LACEY GRIM



KENT & ELLEN GRISWOLD



MELISSA GUTHRIE



MATTHIAS & MOANA HARDER



ARIANA HARLEY



BRIAN & JEANNIE HARRISON



TODD HART



GARTH & JULIE HASLEM



KRISTINE HAUCK



JESSICA HERZBERG



IZUMI HIGA



PAULA HOBSON



MARK & TRICIA HOFFMAN



GREG & MELODY HOLT



CAROL HOLTZ



BRENT & ANNIE HONE



JOY HORSEMAN



JESSE & BREANNE HOUSTON



TANYA HOWELL



MARGHERITA HUMPHRIES

dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



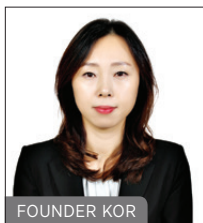
CHIA-HSUAN HUNG



BJ & MEGAN HUNTER



MICHAEL & NANCY HUTCHINSON



KUN YOUNG HWANG



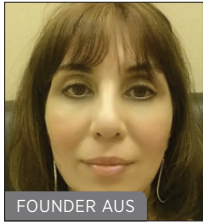
JENNIFER INCHIOSTRO



ROSE INGRAHAM



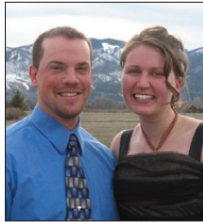
CHARLOTTE IRAGABA



RELEAF ISMAIL



CAROLINE JACKSON



KURT & LINDSAY JENSEN



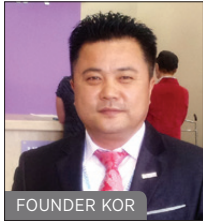
ALICEN JOHNSON



D'ARTIS & TIFFANI JONES



RACHEL JONES



JAE HYEON JU



CHIAO EN JUAN



LEAH KARRATTI



KRISTA KEHOE



COLIN & JEN KELLY



NICOLE KEZAMA



CADE & DOMINIQUE KING



MIE KIRA



CHRIS KIRSCHBAUM



MIKE & MEGAN KNORPP



YASUKO KOBAYASHI



SHINJI & MIUI KOYATA



NANAKO KURIKI



CYNTHIA LANDES



PEGGY LANGENWALTER



JAMES & MICHIE LAYTON



JOHN & CAROLINE LEE

PLATINUMS



REN-MIN LEE



ARLA LEINS



REBECCA LEONARDES



HSIU WEN LI



WEN CHEN LO



JEFFREY & JEN LONG



FU LUN LU & CAROL SUNG



HEIDI LUEKENG



ADELE LURIE



MICHELE MALCHOW



ELIZABETH MARA



RICK & EMILY MARTIN



CRIS & PATTY MARTINEZ



KEIKO MARUTANI



JANICE MAYNARD



LISA MECKLE



DR. ALLIE MENDELSON



WENDY MENDOZA



JIMMY & DEIDRA MEYER-HAGER



KAREN MILLER



ANGELA MOFFITT



IVANNIA MONGE



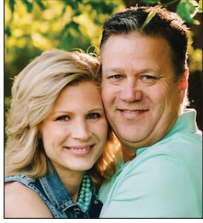
GREG & DR. JULIE MONTGOMERY



SHANNON MORGAN



COURTNEY MOSES



CAROLYN MOSHER



BERIT MUNRO



EMILY NAVAS



ROSIE NERNEY



DR. MARTHA NESSLER



CHIKAKO NISHIMIZU



AMY NOWACOSKI



KRISTEN O'BRIEN



KERY O'NEILL



MIYO OGAWA



KAORI OKAMURA

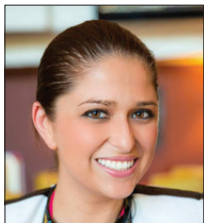
PLATINUMS



JENNY OTIS



ELAINE PARSELEY



SANDRA PASCAL



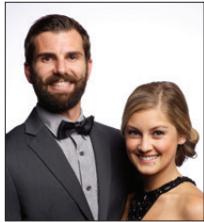
JAMES & CHRISTINE PAYNE



JESSIE PINKERTON



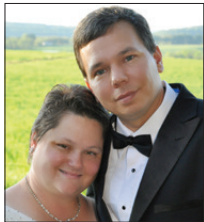
JENNIFER PINTER



BRITT PIRTLE & KYLE HESS



JESSICA PRESS



WILLIAM & ALICE RAHN



JANET RAMER



NICOLETTE REYNOLDS



ADAM & NISHA RIGGS



VERON & JENNIFER ROBERTS



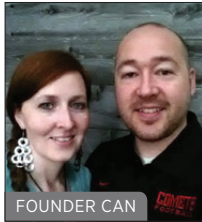
SHAWN & AMANDA ROBERTS



PHIL & WHITNIE ROGERS



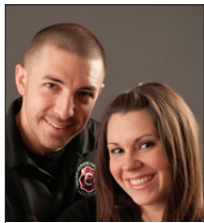
CANDACE ROMERO



CORT & KARLI ROSZELL



IAN & JESS SAGE



JAMES & MISSY SANDERS



KAYLA SAVARD



JIM & SUSIE SCHIERING



LESLIE SCHMIDT



JANE SCHWEITZER



AMY SELLERS



HELEN & MARK SHAW



KYMBERLEE SIMANTEL



ELENA SIMMONS



ROBYN SIMON

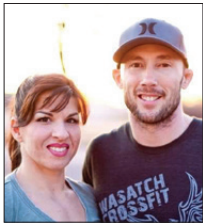


MARY SISTI



DAVE & CALLIE STEUER

PLATINUMS



DAMON & PRISCILLA STEWART



JULIE STOESZ



PHIL & LEEANN STORK



SHEILA SUMMERHAYS



JOY TARPLEY



KELLY TAYLOR



JOE & ANNE TETZLAFF



EVAN & ADRIENNE THOMAS



JEN TOMAZINCIC



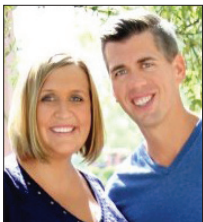
ANI TOROSYAN



RYAN & MELISSA VALLELUNGA



BILL & MARILYN VANDONSEL



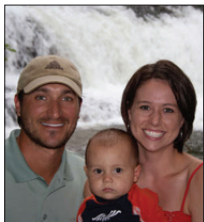
BRAD & ASHLEE VANESS



CYNTHIA VELEZ



ZACHARY & DANA VINEYARD



BRENT & JENNY WALSH



DANA & DAVID WATTS



RYAN & TARA WERNER



RANDY & SUMMER WHELCHER



HALIE WHITAKER



TONYA WHITLOCK



DINAH WILSON



FRED & MARTI WINKLER



JOHN & CHRISTINA WOMBLE



MICHELE WRAGG



CHING CHUN WU



NOBORU YAMAMOTO



MANDY YEUNG



CHING AN YU



TERUMI YUASA



KRISTI ZASTROW



GARY ZHOU & LAURA WANG



DIANA FALLENA ZONANA














PLATINUMS NOT PICTURED:

MASAE AIHARA
LI HUI CHUAN
AIMEE DECAIGNY
ADRYAN DUPRE
CHRISTINA GARDNER



















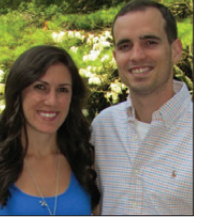
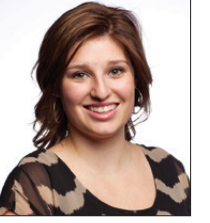










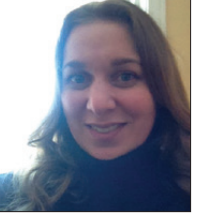


SUSAN GROBMYER
WEI CHIEH HSU
ELIZABETH MATSAKIS
SHERRI PRICE

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS

 KEVIN AB AIR	 ALICE ABBA	 PENELOPE GARCIA GUTIERREZ ABOITES	 LAURA ADAIR	 MARTY & KINDRA ADAIR	 AMBER ADAMS
 LANE ADAMS	 RAUL AGUILAR	 STEVE & JULIE AHLSTROM	 FOUNDER MX CARLOS ALCANTARA	 ALINE ALCANTARA & DAVIS HERNANDEZ	 JAIME ALCONE
 JENNIFER ALEXANDER	 BRAD & KATHY ALLDREDGE	 TODD & KIM ALLEN	 LACEY ALLEN- DURAN	 LYNETTE ALUOCH	 DIANA ALWARD
 CAROLYN ANDERSON	 DAVID & SHANNON ANDERSON	 EVIE ANDERSON	 JENNIFER ANDERSON	 DR. KIM ANDERSON	 LEANNA ANDRADE
 JUDY ANTAL	 JENNIFER ANTKOWIAK	 MELANIE ANTONACCI	 RONDA ARNDORFER	 MARK & JAIME ARNETT	 ROBIN ARNOLD

GOLDS

 NORMA ARIADNA MARTINEZ ARRIAGA	 KEVIN & LAURELL ASAY	 ELICIA ASHTON	 BARRETT & STEPHANIE ATKINSON	 ROBYN ATTICKS	 ROBERT & KELLEY AUGI
 BRENT & KRISTI AVERETT	 ROBYN AZIMA	 KEITH & LORI BACON	 RUSSELL & STEPHANIE BADER	 BRIAN & AUDRA BAILEY	 MARGIE BALAS
 DAWN BALKCOM	 BAKTY & TAMAZEEN BARBER	 DEAN & CONNIE BARGEN	 REBEKAH BARLOW	 JENNIFER BARNETT	 ADAM BARRALET
 JEFF & TAMARAH BARTMESS	 DEBBIE BASTIAN	 BRADEN & CAMILLE BAWCOM	 ASHLEY BEANS	 THOM & JACKIE BEAUCHAMP	 LUKE & JESSICA BEAVER
 JERRY & AIMEE BECK	 FOUNDER KOR DONGCHOL BEH & SOON BYUNG PARK	 DAWN & MARK BEHM	 CHRISTINE BELL	 JOE & ASHLEY BELL	 SARA BENNION
 FRED & JANEICE BENSON	 SONNA BERGHAIER	 PAUL & LISA BERGMAN	 JENNIFER BEST	 BRANDI BILSKEY	 FOUNDER EU OLIVER BIRK

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



MARGIT BITT-FRIEDLMAYER



DOUGLAS & JANICE BITTNER



CRIS & SARAH BLAIR



PENNY BLENSDORF



VERA BLOUIR



BRANDON & ANGELA BOBST



JOSH & KATHERINE BOGGS



LADONNA BONTRAGER



KATHY BOONE



RUTHI BOSCO



REBECCA BOTTS



CRAIG & CONNIE BOUCHER



MARGE BOWEN



LAILAH BOWIE



BECKY BOWLES



MARK & JACKIE BOWMAN



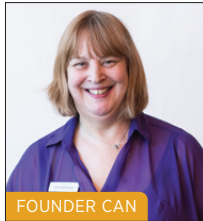
KAREN BOYD



DEBI BOYLE



ALINA & RAUL BRACAMONTES



JONI BRADLEY



TIM & CARRIE BRADLEY



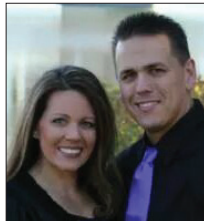
HEIDI BRAMM



MELODY BRANDON



JARED BRANDT



JEREMY & MELISSA BRANSKE



TAMMY BRAYE



MIRIAM BREWER



SCOTT & LEESA BRIDGES



ALLISON BRIMBLECOM



ADAM & ANN-MARIE BRINGHURST

GOLDS



KRISTI BRODERICK



CASEY & JAMIE BRODERSEN



DR. ALICIA BROOKS



JACOB & AMANDA BROOKS



MICHAEL & KEA BROOKS



BEAU & KELLY BROTHERTON



JODY BROWN



KEVIN & LATARRAN BROWN



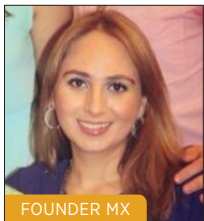
NICHOLAS BROWN & ANNABEL HOLDER-BROWN



MAUREEN BRUNDAGE



MICKEY & KORINA BUEHRER



ANA PAOLA SALOMON BULOS



WILLOW BURKE



BRIAN & APRIL BURNETT



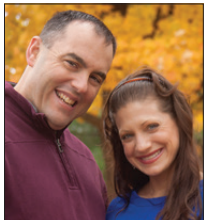
DEBBIE BURNS



MARCIE BUSH



MATT & DEANA BUSHMAN



SCOTT & HANNAH BYERS



ANA MAHINA CAICEDO



MIGUEL & STEPHANIE CALDERON



ROGER & LORI CALL



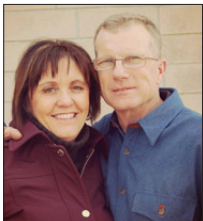
DAWN CALVINISTI



AMBER CAMPION



JENNIFER CANCINO



BILL & DONNA CARD



JOSHUA & MARY CARLISLE



HEATHER CARLSON



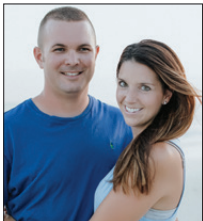
TRAVIS & JESSICA CARPENTER



BRIAN & CHRISSY CARR



AIDA VERONICA MACHADO CARREON



CATHERINE CARRIGAN



ANDREA CAUFFMAN



SANDRA CERVANTES



NANCY CHAN



JACOB & GERI CHANDLER



HSIN TING CHANG

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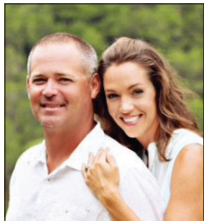
GOLDS



TSU WANG CHANG



HSIU WEI CHENG



MICHAEL & AUDRA
CHESTER



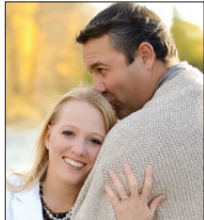
FOUNDER HK
BING CHUNG
CHEUNG



SHU CHIN CHIANG



MEI YING CHIEH



DAVID & JACLYN
CHILD



GINA CHO



FOUNDER KOR
HUN IM CHOI & DAE
YONG PARK



GABRIEL & TIFFANI
CISNEROS



BELINDA & MICHELLE
CIVITARESE



DAPHNE & DARRIN
CLARK



MONIQUE CLARK



NIC & JESSICA CLARK



STUART & CARLIN
CLARKE



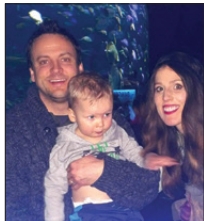
NIKKI CLEARY



JASON & JODI COBB



MARIO & SARAH
COBIAN



JILLIAN COCHRANE &
GLENN GRAINGER



PAMELA COHEN



RICK & ALISSE COIL



EVE COLANTONI



MIKE & LISA COLETY



AMIEE CONNER



KARI COODY



CINDY COONS



KATHY CORDELL



TAMARA CORLIS



ELIZABETH CORTES



GABRIEL COSTA &
CHRISTINA TOTH

GOLDS



TOM & ANITA
COTTAM



MIKE & ALISHA
COTTERELL



JEFF & COLLEEN
COTTERELL



CRAIG & KRISTIN
COTTLE



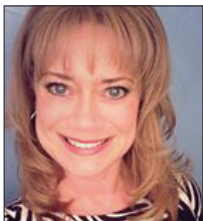
ANDREW & KELLY
COUCH



TERESA COYNE



LUISA CRANE



CHRISTINE CREEL



BRANDI CROSBY



KIRSTEN CRUZEN



ANA PAULA CASTILLO
CUEVAS



LISA CUSANO



ERIC & TIFFANY
DAHL



HEATHER
DAHLSTROM



RYAN & JAMIE
DANFORTH



DUSTIN & KRISTY
DANIELS



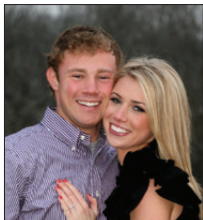
MONIR & TANJA
DANIELS



SHELLY DAUGHERTY



SUSAN DAVIDSON



ANDREW &
BRITTANY DAVIDSON



GLEN & TERRI DAVIS



PAULETTE DAVIS



MARQ & BRI
DAWKINS



JOYCE DAY



PABLO GARCIA DE ALBA
HERNANDEZ & TANIA
MONTEMAYOR GONZALEZ



MELANIE DECUIR



HOLLY DEERING



JARED & MINDY
DEGRAFFENRIED



SARAH DEGROFF



JOLIE DEKLEVA



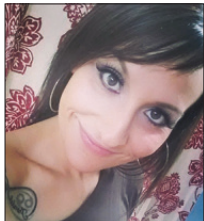
DIANNE DELREYES



CLINTON DEMARIS



SARA DEREK



ERIN DESANTIS



ISAAC & LINDSEY
DEURLOO



VIVIAN DICKSON

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



ROGER & MARILYN
DIDERICKSEN



JILL DIEME



JOANNE
DISSANAYAKE



MICHAEL & MELISSA
DIXON



DR. MARK & KERRY
DODDS



ERICA DOLAN



MIKE & KELLY
DOLLINGER



JENNIFER DONOVAN



BRIAN & KRISTA
DOVE



JULIE DRIGGS



LUKE & MAGGIE
DUBOIS



MICHAEL & NATALIE
DUERDEN



HELEN DUKE



JUSTIN & LELIA DUKE



NANCY DULAC



MICHELLE DUNNE



CANDACE & SUSAN
DYER



MARIAN EDVARDSEN



JAMES & ERIKA
EDWARDS



JEFF & GINNY
EISEMAN



GISELA ELISABETH
BOLTEN ELIAS



STEVE & LORRAINE
ELJUGA



MICHELLE ELSTRO



SAYAKA ENDOU



VIVIAN ENGELSEN



SHANE ENGLAND



ULRIKA ENGMAN



DOT ENSLEY



CHRISTIAN &
ELISABETH ENSOR



SUSANA ESCOBAR

GOLDS



JEFF ESSEN



MATT & RYANN
ETTER



JULIE EUBANKS



DARNIE EWART



HALEY FACHNER



NICHOLAS
FAIRBAIRN



SALLY FARB



PETER & EVIGENE
FELARCA



MANDI & JACK FELICI



DEBORAH FERRARIS



SHERRIE FERRELL



CATE FIERRO



JASON & DR.
JULIANA FILA



SHARON FILA



THERESA & LEAH
FISHER



MARK & TIFFANY
FLAKE



MARLENE FLAX



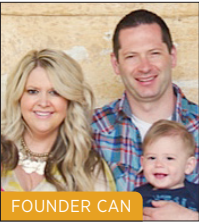
GLENDA FLYNN



CHRIS & BETH FORD



CATHY FORT-
CURRIGAN



FOUNDER CAN
DEVAUGHN & KELLY
FRASER



KRISTIN FREEMAN



MARCIA FRIACA



JENNIFER FRINK



GERRY & CHRISTINA
FROESE



NATHAN & KRISTEN
FUCHS



CHIHO FUJIWARA



STEFANIE FUNK



LISA ANNE GAFKJEN



CARMEN GAIRN



FERNANDO &
JENNIFER GALLARDO



LUIS & ITZEL
GALLEGOS



VICKI GALLOWAY



JUDY GANN



JENNY GANN-
DUDGEON



MEAGHAN GANNETT

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



LAURA GARCIA



JACKIE GARCIA



VINCE & TERESA GARCIA



KATE GARLAND



JAKE & LINDSEY GARRISON



ROGER GARVIN



ALICIA TORRES GEARY & KYLE LISABETH



ANGELA GEEN



NATHAN & JOANNA GEIGLEY



TAMARA GERLACH



SCOTT & JULIE GETTY



MICHELLE GETZ



LUIS & EMILY GIL



JENNIFER GILMAN



TIM & KAREN GILROY



ELIZABETH GIULIACCI



DIANE GJELAJ



KATHRYN GLADER



ERIKA GLANCY



KARLA GLEASON



DR. CYNTHIA GLENDENING



KIMBERLY GO



KATE GOLDSTEIN



VERONIQUE GOLLOHER



ERICK & EDGAR GONZALEZ



MAYRA GONZALEZ



LUKE & TERESA GOODLETT



CRAIG & SHEILA GOODSSELL



BRENDAN & ALICIA GOODWIN



BÉNÉDICTE GRAF

GOLDS



LINDSEY GRAHAM



ROBIN GRAHAM



JANIS GRAZIANO



BRIONY GREEN



KACEY GREEN



AMY GREGERSON



DARREN & ROSIE GREMMERT



TODD & RENEE GREMPEL



EDWARD & CARY GRIFFIN



GRIFFIN GUNDERSON



LINDSEY GUNSAULS



ERIKA HADL



KAREN HADLEY



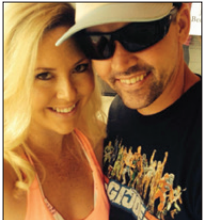
KATE HAGEN



NATHAN & TASHA HAKEEM



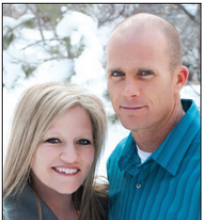
JÜRGEN & MARTINA HAKENJOS



ANASTASIA HALCOMB



MATTHEW & ANNA HALES



RYAN & KENDRA HALES



REBECCA HAMILTON



TERESE HAMILTON



TROY & KRISTEN HAMILTON



KARA HANKS



ABIGAIL HANSEN



STANFORD & HEIDI HAO



DANIELLE HARDEE



CURTIS HARDING



MEGHAN HARLOW



KERRY HARPER



DAVID & JOLENE HARRIS



LOTUS HARTLEY



ALICIA HASHEM



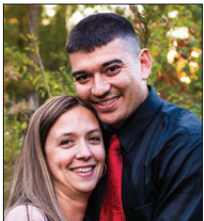
BERIC & LORI HAUKAAS



BLUJAY HAWK



JODY & SHEENA HAWKS



LAUREN HAYDEN

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GOLDS



TERRI HAYS



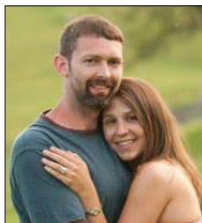
KIM HAZEN



MIRANDA HEBERT



ELLIE HEDLEY



ANGEL HELDRETH &
REBECCA METHENY



LAURA HEMMEN



SARAH HENDERSON



EUGENE & DIANA
HENKEL



WAYNE & JENNA
HENRIE



MIKE & BETH HICKS



BILL & HEIDI HIGGINS



STEPHNE
HILGENDORF



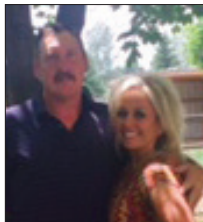
JASON & STEPHANIE
HILL



MAGGIE HILL



DANNY & LEANNE
HILL



LEONARD &
DANIELLE HILLMAN



LEE HINDRICHS



HOLLY HIRT



ELIZABETH HO



GREGORY &
SUSANNA HOBELMAN



BILL & JODY
HOFFMAN



SHALEEN HOGAN



ADAM & CASSIDY
HOLDSWORTH



NATHANIEL & DENA
HOLMES



LINDSAY
HORLANDER



STACIELYNN & TOSH
HOSHINO



OSVALDO HOSORNIO &
CAROLINA CEREZUELA



JACQUELINE
HOWELLS



SHU FANG HSIN



LI HUA HSU

GOLDS



MENG CHIU HSU &
HSIU LING HUANG



WEN YUAN HSU &
MIN FENG HSU



CHING WEN HUANG



DENVER & LAURA
HUDSON



KAREN HUDSON



MARY KAY
HUESDASH



AMY HUFFMAN



CORY HUGHES



JOHN & VIRGINIA
HUME



BRETT & KELLI
HUNSAKER



BRIAN & ALLISON
HUNT



ART & ELANE
HUPRICH



NANCY HUPRICH



BRIANNE HURDAL



DEBORAH
HUSBANDS



KEN & TENLEY HUSTE



MARISSA HYATT



KELLY IRIZARRY



BERET ISAACSON



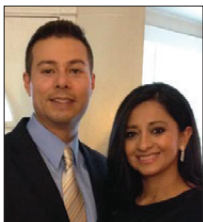
KAYO ISHIDA



BECCA JACKSON



TRISHA JACKSON



MARCO & ELISA
JAEGER



SCOTT & TONI
JAEKEL



JASMINE JAFFERALI



LINDSEY JAFFERALI



SABINE & HARALD
JAHN



EUN-JI JANG



JEN JEREMIAS



CHRISTINA & LEWIS
JESSUP



AARON & HEIDI
JOHANSEN



AMBER JOHNSON



JOLIE JOHNSON



KARIN JOHNSON



NANCY JOHNSON



SARAH JOHNSON

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



TONY & DONETTE JOHNSON



TRACY JOHNSON



MELITTA JÖLLI



KELLY JONES



LAURA JONES



STACY JONES



GORDON & RENEE JONES-LAWSON



RACHEL JOOS



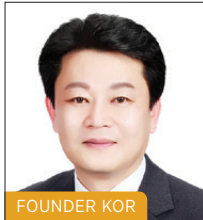
LINDY JORDAN



NOELLE JOYE



DO GYEOM JUNG



IN SEO JUNG



KYUNG AEE KANG



KRISHEL KARRAS



JAMIE KASARDA



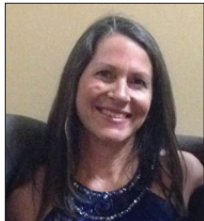
REBECCA KASELOW



KANJI KATAGIRI



YOKO KAWAI



RAMONA KELLER



KRIS KESKE



SHERI KEYESKI



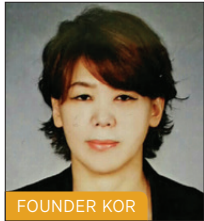
LEE ENG KIAT



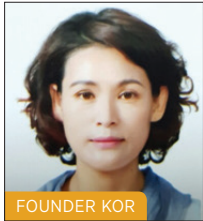
BRIAN KIEL



JEROD & AMY KILBER



HYEON JUNG KIM



KYUNG KIM



RASHELLE & TRAVIS KINCAID



CAROL KING



CORY & KELLY KING



VALERIE KING

GOLDS



LEATHA KINGI



KENTA KIRIYAMA



PAUL & NANCY KNOPP



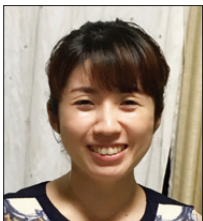
DEAN & TERESA KOERNER



MICHIYO KOIDE



ELIZABETH KOLODGY



MEGUMI KONO



YOLANDA KOOLE



JENNA KRAHN



JAMES & KRISTEN KROPF



MICHELLE KUNTZ



TESS LA MONICA



JANICE LADNIER



EILEEN LADWIG



ALLEN & HEIDI LAFFERTY



AMY LAMKE



SHARA LANGFORD



ALISON LANGRIDGE



IVY LARSEN



RICK & KIM LARSEN



SUSIE LARSON



MARGIE LASH



JEFF & KATE LASSON



LORI LATENDRESSE



ALISHA LATOUR



DERRICK & TARA LAUGHLIN



SCOTT & JESSICA LAWSON



LAURA LE SCELLE



BOB & KATHI LEALE



JANYCE LEBARON



MICHELLE LEBARON



JUNG HOON LEE



JOSEPH TIN WAI LEE



RACHEL LEE & DARYL CARTER



SOA SUAN LEE



CHRISTIAN & ALLIE LEFER

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



JEANESE LEFORE



DIANE LEFRANDT &
JESSICA SMUIN



VAL LEIGHTON &
DARYL TREMBATH



ANNE LEININGER



TARA LENDER



LISA LERMITTE



CHUCK & CHRISTINA
LEROSE



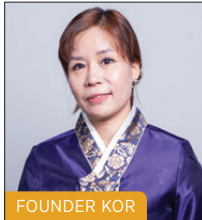
FOUNDER CAN
SUZIE LEROUX



MEIMIN LI



KUOYUNG LI &
PAICHING CHU



FOUNDER KOR
ME HEE LIM



CHING LIN



HSIAO-CHING LIN



YU TUNG LIN



FOUNDER CAN
HEATHER LINDHOLM



FOUNDER SGP
YIT LI LING



AMANDA LITSCHKE



XIANGLEI LIU



YA-CHING LIU



YU CHI LO



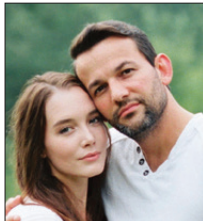
HONEY LOGAN



JENNIFER
LONGMORE



FOUNDER SGP
LEE SEANG LOOI



CARDIN & MATT
LOPEZ



FOUNDER CA
CLAUDIO GIOVANNI
LOPEZ



CECILIA LÓPEZ DE LARA
& ANDONI ROMERO



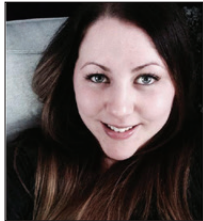
ANALEAH LOVERE



TOM & ARI LOWER



PEI CHEN LU



ERICA ELDRIDGE
LUCAS

GOLDS



JEN LUKE



LISA LUKE



MARY LUNDSTROM



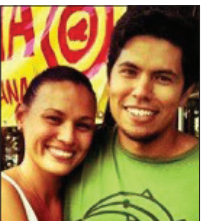
DEBRA MACKLIN



BETTY MAGILL



TRISH MAHONEY



MAILE & KALIKO MAIL



MELANIE MAITRE



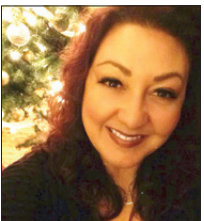
ALEJANDRO &
CECILIA MALO



KATHERINE MANCHA



MARC & LINDSEY
MANUAL



VICKI MARCUS



JULIE MARGO



FOUNDER CAN
KARLENE MARKHAM



FOUNDER EU
LENKA MARKOVA



BERNY & JANET
MARQUEZ



AMY MARTIN



FOUNDER EU
PATRICIA MARTINA



MIHO MARUYAMA



MASAKO MASUKO



MIKI MATSUKAWA



MIKI MATSUMOTO



CLINT & KALYN
MATTHEWS



LAURA MAYES-
HUTCHISON



LAUREN MCABEE



VICTORIA MCADAMS



KELLY MCBRIDE



RACHAEL MCBRIDE



KIMBERLY MCBRYANT



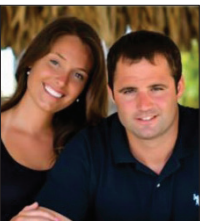
JENNIFER MCCLURE



GINA MCCONEGHY



JACLYN MCCORMICK



TREVOR & JENNA
MCCOURT



CHRISTINE MCCUE



KATIE & GARY
MCGIVERN



URIAH & LISA
MCHAFFIE

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



HEATHER MCKINNEY



BRITTANY MCLEAN



JOHN & EILEEN
MCLEAN



ELAINE MCMILLAN



KRISTA MELENDEZ



MONA MERZ



ROB & CHELSEA
MESSER



KELI MESSERLY



FERN MEYER



KRISTEN MEYER



MARIANNE
MIKKELSEN



BRANDON & MELISSA
MILLER



HOLLY MILLER



KEVIN & LESLI MILLER



JIM & AMY MILLER



TERESA MILLER



LIA MILOUSIS



MAYUMI MINAMI



JUDI MINCKLER



HARRIET MINICH



SCOTT & ROBYN
MITCHELL



SERENA MITCHELL



JENNIFER MIXDORF



AKIKO MIZUTANI



CARLEE MODRA



BETTINA MOENCH



ANDREA MONGE



JOE MONKMAN



MAURICIO & RITA
MONTERO



JENNIFER MOORE

GOLDS



CRAIG & KIMBERLY
MOORE



NANDI MOORE



ANDREW & TIFFANY
MOOSMAN



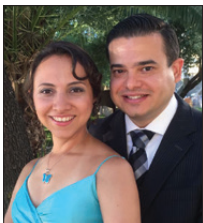
EDNA MORA



ANA CARMEN
MORALES



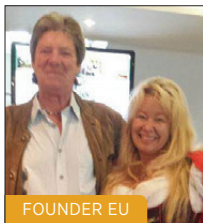
DRS. BRETT &
RAEHEL MORAN



CECILIA MORENO &
JAIME HINOJOSA



SHANNON MORGAN



FOUNDER EU
HELMUTH & VERA
MÖRWALD



NATASHA MOSES



MARNIE MOWATT



BRIAN MOWLL



HUNTER & STACEY
MOYLES



JOEI MUFFOLETTO



MARY LOU MULCAHY



FOUNDER SGP
SRI MULYADI & PAUL
FILMER



ETHAN & JUSTINA
NADOLSON



YUKARI NAKAGAMI



HARUMI NAKATA



HOLAN & CASSY
NAKATA



NORIKO NARUKAWA



ANDREA
NATELBORG



FOUNDER EU
CAROLINE NAVARRO



LISA NEEDHAM



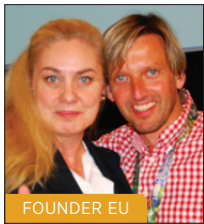
KATELYN NEIL



ROB & HELEN
NELSON



RODNEY & AMBER
NELSON



FOUNDER EU
CHRISTIAN NEUVEL &
GABRIELA HÄUSSNER



MICHELE NEWPORT



RAY & LAUREN
NEWSOM



JULIA NICHOLSON



FOUNDER CAN
JOSH & SHANNAN
NIELSON



AYAKA NODA



RYAN & JAIME
NORRIS



JAMES & SHERI
NORTON






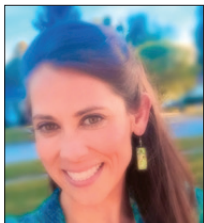







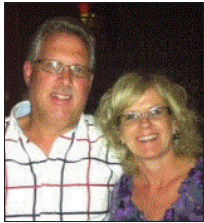









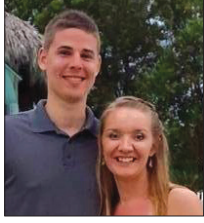


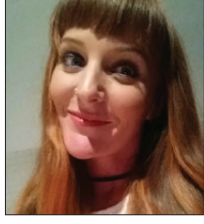







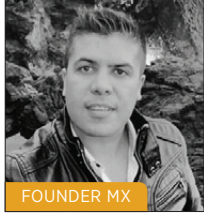
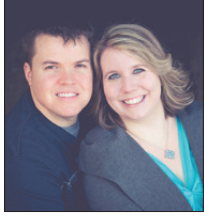
RENEE NOVELLO

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS

 KIERSTIN O'BRIEN	 SARA O'BRIEN	 ANNIK O'MALLEY	 ALAN & BARBARA O'NEILL	 FOUNDER NZ JOCELYN OADES	 NATASHA OAKMAN
 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	 MARGIT & ROLF PANKNIN	 ASHLIE PAPPAS	 FOUNDER KOR HA PARK	 MARANATHA PARKE

GOLDS

 BRADY & HILLARY PARKIN	 PAMELA PARKINSON	 KELLI PARRISH	 DANIELLE PARTAIN	 ESPIE PASIGAN	 JASON & RACHEL PASSINI
 ERIN PATEL	 SUSAN PAUL	 BOBBI PEARCE	 FOUNDER MX MARLENE PEREDA	 SHEEN PERKINS	 TOD & ANN PERRY
 MARIAH PESKIN	 STEPHANIE PETERS	 PAUL & ABBY PETERSEN	 BETH PETERSON	 BETSY PETERSON	 TIM & BRENDA PETRU
 AMANDA PHILLIPS	 EMMY PICKERING	 ANGELA PIJANOWSKI	 MATTHEW & KATRINA POTTER	 IAN POWELL & MAYU KAWATA	 ALLISON PREISS
 CHARLEY & JESSICA PRESTON	 MATTHEW & RACHEL PRIMEAU	 RACHEL PROUD	 DANIEL & TIFFANY PROVINCE	 SHANE & BROOKE PUGH	 JENNETTE PULECIO
 WAYNE & HEATHER PULSIPHER	 DALE & SUSAN PURDY	 JOSEPH & CATHERINE PUTUTAU	 SABINE & MATTHIAS QUARITSCH	 FOUNDER MX DIEGO MUÑOZ QUIROZ	 JACOB & ABI RAINES

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



CLAUDIA RAMIREZ & SERGIO ANGE ABUNDIS RODRIGUEZ



KERRI RAMIREZ



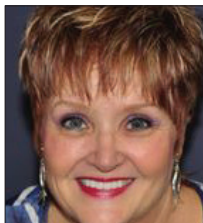
JAMIE RATHJEN



CORRIE RATZAT



HANNAH REASONER



MARSHA REAVES



TAMI REDMON



ANGELA REED



HOLLY REED



LARISSA REED



BRAD & LILLY REID



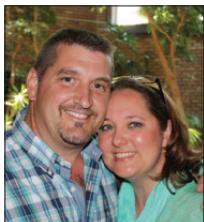
SUSAN REIS



JAMILA REMINGTON



FOUNDER CAN
BARBARA REMPEL & DAL BRYANT



MILTON & TIFFANY REPSHER



CHAD & LYNN REX



KATERI REYES



RUTH REYES



KRISTEN REYNOLDS



TRACY RHODES



KC RHON



HEIDI RHYS



CINDY RICHARD



BRAD & DARCI RICHARDSON



JENNIFER RICHMOND



JILL RIGBY



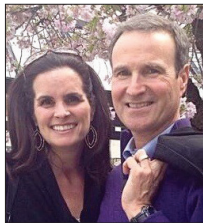
LORI RINALDI



DAN & JAMIE RIP



MARIE RITTENHOUSE



CRAIG & MARY ROBBINS

GOLDS



AUDRA ROBINSON



ANN RODMAN



BIANCA RODRIGUEZ



CHANTAL ROELOFS



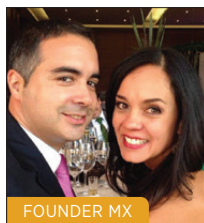
TRACIE ROESBERY



KATHY ROGALLA



ROSS ROGERS & LANA LUNDQUIST



FOUNDER MX
PAOLA SALDAÑA ROJAS



DAVID ROOKSBERRY



DEBORAH ROSE



KEMMERA ROSEMA



JENNA ROSS & KEVIN CROTTY



LORI ROTHSCHILD



ERIN & KAREN ROUSH



2015 dōTERRA
BRYAN & VICTORIA ROWLAND



PATRICK & MANDY ROWLAND



ISABELLE ROY



GENEVIEVE RUDOLPH



RITA RUNNELS



ANDREW & KRISTY RURYK



ANDREA RYAN



NORIKO SAKAGAMI



RYAN & JANESSA SALSBERY



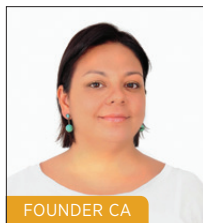
CARLA SANTIAGO



RUI & JEANA SANTOS



IGNACIO SANTOYO & SILVIA MARTINEZ



FOUNDER CA
ISIDE SARMIENTO



AUDREY SAUNDERS



JUSTIN & LINDSAY SCARBOROUGH



SARAH & ERIC SCHMIDT



FOUNDER EU
SUSAN SCHUH



DAVID & TERRY SCHULMAN



LAUREL SCHUMAKER



DENICE SCHWENDEMAN











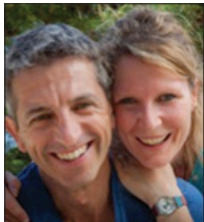







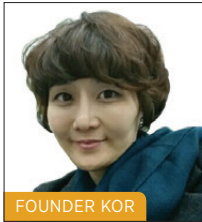












CHANCE & JENNIFER SCOGGINS



CHRISTINE SCOTT

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS

					
COLLEEN SCOTT	ROBERT SCOTT & MARLYSE OKANO	JUDITH SEARS	CALEB & ANGELA SEELING	TERRI SELDON	NANCY SERBA
					
FOUNDER EU TJASA SERCER	ANN MARIE SERDAR	MAGALI SERMONADE	HEATH & CALIE SHACKLEFORD	REBECCA SHAFFER	MEGAN SHARKEY
					
WENDY SHATTUCK	BETH SHAW	JENNIFER SHAW	CHRISTOPHER & EMILY SHAWCROFT	ASHLEY SHELDON-RICHMAN	FOUNDER KOR EUN YEONG SHIN
					
JOAN SHODAI	MARY SHORT	LARRY & NIKKI SHORTS	HUA LIN SHOU & MIN JUNG KUAN	MIRANDA SHROUT	KALI SHUB
					
KIMBALL & YUKO SHUTE	KATRINA SIKORA	AMANDA SILICH	WADELL & ALICIA SIMON	JODIE SIMPSON	KATIE SINGERY

GOLDS

					
MERLIN & DEILA SIROKY	SCOTT & RACHEL SIROLA	CARRIE SKLUZAK	DIANNE SMITH	DRS. JORDAN & TRACEY SMITH	HEIDI SMITH
					
KALI SMITH	KELSEY SNELLING	BERNARDO IVAN PONCE SOBREVILLA & MARIA FABIOLA MOCTEZUMA MEDINA	MORGAN SOMERS	JOHN & MANDY SOMMERS	KIM YOUNG SOOK
					
RENE SPALEK	DON & PATTI SPIEGEL	ELMER & RENE SPIRES	MEGAN SPOELSTRA	ASHLEY SROKOSZ	ALYSSA STANLEY
					
JESSICA STAPF	TISHEENA STEAD	ROBIN STEINFELD	DAVID STEPHENS	JENNA STEPHENS	TAMMY STEUBER
					
DENNIS & JANETTE STEVENS	JODY STONE	AARON & AMY STORBECK	ELDON & MARJORIE STRAHM	GREG & NORMA STRANGE	BEN & JESS STRIDE
					
JAMES & TAUNYA STRUHS	YU-SHOU SU	JENNIFER SUN	ERIC & KRISTEN SUTHERLAND	SHARLENE SUTTAR	IIKNUR SUVAY

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



ELIZABETH SVENSSON



ATSUKO TAGUCHI



TOMOKO TAKENAMI



NAOKO TANAKA



PAMELLA TANIMURA



HEIDI TAYLOR



GERARD & TARITA TEHOTU



KELLY TERRY



MEAGHAN TERZIS



LAURANELL THOMAS



ALICIA THOMAS



DR. LYNN THOMPSON



ELIZABETH THOMPSON



PER THOMSEN & ELIN HEMNES



DAN & AMY THYNG



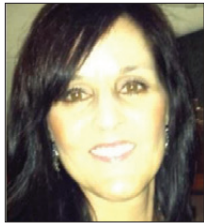
PATTI TINHOLT



JUSTIN & TRACY TIRÉT



LUCAS & NIKKI TOPHAM



BECKY TOTH



GLENN & JESSICA TRAVIS



BRIAN & AMANDA TRENT



RUBEN TREVINO & AMANDA POLA



RUSSELL & MELISSA TRIPLETT



WILLIAM & MALISSA TROTTER



DAN & GINA TRUMAN



HUI YIN TSANG



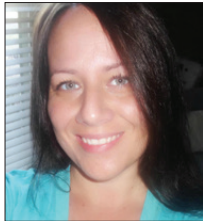
FANG CHING TSAO



DUANE & CRYSTAL TUCKER



TIM & SHEILA TUCKER



JESSICA TUNIS

GOLDS



BETH UNDERHILL



JAMES & SUZANNA UNDERWOOD



JENNIFER UPCHURCH



MEMO & KIM URETA



MEGAN USHER



TIM VAN DER MEIJ & ESTHER SCHLENKLOPPER



ANNET VAN DORSSER



JILL VAN PROOYEN



ALISON VAN ZANDBERGEN



JEREMY & SHANDA VANDENBARK



CIERRA VANDERPOL



JODI VANDERSTAAY



WAYNETTE VANFLEET



LAURA VARNADORE



ANNA VAŠKOVÁ



JEN VAUGHAN



LEIA VEARES



ORLANDO & MELODIE VIAFRANCO



ALAYNE VICKERS



CAROLINE VINAL



MATTHEW & NICOLE VINCENT



ELENA VINOKOUROVA



JOSHUA & LEANN VIPPERMAN



RENNA VOEGERL



CASEY VON IDERSTEIN



TRAVIS & CAYLAN WAGAR



MICHAEL & BEVERLEY WAGNER



REAGAN & HEATHER WAGONER



JED & PAM WALDRON



LORINDA WALKER



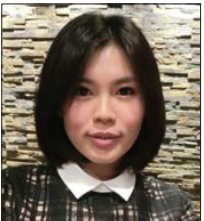
WARREN & KELLY WALKER



JAIME WALSH



LIZ WALTERS



PEI CHEN WANG



MICHELLE WARD



LANA WARNER

dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



ALISHA WARREN



BROOKE WARTELL



LANE & ANGELA WATKINS



NATHAN & KAROL WATKINS



ZACH & KELSEY WATSON



ELISABETH WATTS



TODD & JODI WEAVER



STEPHANIE WEBB



PAUL & DENISE WEBSTER



KAREN WELCH



LIU WENHUI



LYNDSLEY WESTERMEYER



GARY STEWART & VERONIKA WETTSTEIN-STEWART



RICHARD & HEIDI WEYLAND



BRETT & GAYLE WHEELER



BRETT & DEBORAH WHITE



LEON & BONNIE WHITE



GINA WHITELAW



BETH WHITLEY



HAYLEY WIESE



RON & LIZ WILDER



JOANNE WILHELM



DEREK & SUZANNE WILLIAMS



HARMONY WILLIAMS



LORI WILLIAMS



DEBORAH WILLIAMSON



GEORGE & NORMA WILLOCK



CASEY WILLS



MIKE & JENNI WILSON



VICKI WILSON

GOLDS



TRAVIS & STEPHANIE WINGER



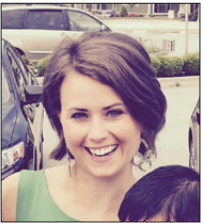
CHANEY WISDOM



RHIANNA WISDOM



CAROLYN WISEMAN



CARLIN WOLFE



NEAL WONG & LISA NAKAMURA



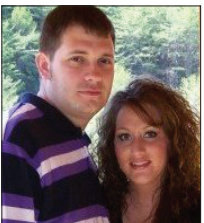
SCOTT & SUSAN WOOLEY



CHRISTINE WORTHY



DENA WOULFE



JOHN & JESSICA WRIGHT



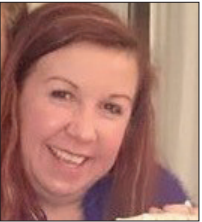
XUE MEI WU



YI TE WU



STACEY WYNN



PENELOPE WYNNE



ELENA YORDAN



MAKI YOSHIDA



KEIKO YOSHIDA



YOUNG SUL YOU



DRS. DAVID & EMILEE YOUNG



SANG MOK YUN



TOMOKO YUTAKA



RAVEN ZAAL



ALAN & LINDA ZACHARY



MICHAELA ZACKOVA



TANIA ZAETTA



JEDIDIAH & KATIE ZAYNER



ETHAN & CHRYSTELLE ZIMMERMAN



HARRY & DIANE ZIZZO

GOLDS

GOLDS NOT PICTURED:

YOUNG HO AHN KIERSTIN ALBERGOTTIE SARAH 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 SHAWN DILL MARK ERICKSON SCOTT & BETH FENTON HONG GAO BRIAN & TRINA GORSETH SHELLY GRAEWIN XIANGKAI GUO PATTY HAESSIG DANIEL HAMILTON HUANG PO HAN SARAH HARDIE STACEY HART ZONGLIN HE AYAKO HIGUCHI HUIWEN HO BRIANNA HOLBROOK BARON HOLT YU CHEN HSIEH	HUI LING HSU YIN CHEN HUANG YENLING HUANG DR. KEVIN HUTTER SEIKO IKUTA & MARI CHIHARA CHIHARU ITOU DENISE JANSSON SARAH JENSEN KI-YEOL JEON SHE HSIAO JOU ANDREA KELLY JO KENDALL KATIE KLINE PEIEN LIN YI CHEN LIN YATING LIN CHIH-HUNG LIN MADISON & MORGAN LORENTZEN	JACQUELINE MALLOY JUN & HISAKO MATSUI MICHAEL MCGUIRE SAVANNAH MERRELL JAIME MORALES CARTER NIELSON JEFFREY NYMAN JIM & DONNA OBRIEN RYOUKO & NOBUTO OOSHIMA DEBBI PACHECO JUDY PATENAUDE PEGGY PATZIA TYALEE PENDLETON JARIE PERRY KYLE PERRY GRETCHEN PROSSER MARIE-KIM PROVENCHER KELLEN & KRISTIN PURLES	MICHAEL RIDEOUT PHILLIP ROGERS PHILIP & JENINE ROLFE STACIE ROSENLUND AMI ROSS CARMEL SAKRZEWSKI MARISSA SCHULTZ YI TZU SHAO RUSSELL & JOHANNA SHARPE BELINDA SHEEHAN STEVEN & CAROLANN STREAM ELSA TAUBE GLYN & JONI THOMAS DR. EMMA JEAN THOMPSON TAMARA THORN JEFF & LINDA TILLEY MURRAY TRIPLETT ASHTON VAN WEY	KANGYING WANG YING HUI WANG YI WANG YU CHU WANG YI NUO WANG NICOLE WIDDISON STEVE & CARLA WILSON MATT WOLFE MEI HUNG WU HAN LIN WU & YUAN WANG KEXIN XU HELEN XU KEIICHI YAMADA ALISON YEO NICOLA YOUNG LO YUN QUAN JIN ZHOU
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