

dōTERRA® ESSENTIAL

RECOGNITION MAGAZINE | 25

# LEADERSHIP

A man and a woman are posing outdoors in front of a large tree. The man, on the right, has light brown hair and a light beard, wearing a white button-down shirt. The woman, on the left, has dark brown hair and is wearing a white lace halter top. They are both smiling at the camera. The background is a lush green forest with sunlight filtering through the leaves.

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Brooke Elia



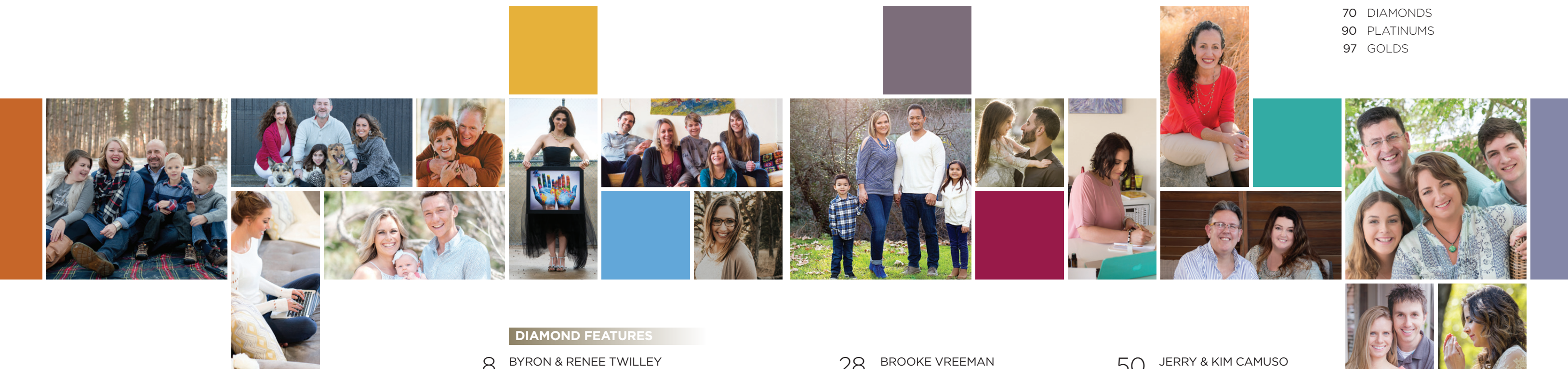
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# Congratulations on Reaching Presidential Diamond

## Paul & Vanessa Jean Boscarello Ovens

PERTH, WESTERN AUSTRALIA, AU



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

We giggle when we hear the term balance, and joke that the only real way to get balance is to put it on your next LRP. It seems like an alien concept to most of the people who have a dōTERRA business. In truth, Andy Goddard introduced us to a much more realistic concept: balance vs. depth. The concept is that instead of trying to apportion time across all the areas that are important for you (children, spouse, self-care, hobbies, etc.) in an effort to have balance, you simply aim for depth in all things. This means, be completely present and create “quality” interaction and experiences instead of “quantity” because quantity interactions and experience may not create such deep and lasting outcomes.

We communicated with our children in regard to what we were planning and what was required, and they made the choice to be in on it. We chose Presidential Diamond as a family. The

children were aware of the sacrifices we would all need to make to create a sustainable presidential Tree of Love. We were all excited and inspired by the results of the year, especially in being able to achieve Presidential Diamond every month. Just as it takes a collective effort to reach Presidential Diamond, it also requires the family to be all in. The journey is much more joyous when the gifts of grace are celebrated together.

### What has been the biggest hurdle you have overcome on the way to Presidential Diamond?

When the internal voice of doubt and the external voices of the naysayers step forth to break people down, the challenge is to bring people back to the light to remember the truth of who they are and the Whys that they hold most dear. For us, the challenge is to never let them fall so far that doubt and fear overcome their belief. Being there to constantly support them so that they can expand into the next and better version of themselves is crucial.

### How do you work together in your business?

We have found that harnessing and using both of our passions and talents helps us in each opportunity that presents itself. We look at the areas that each of us loves to work in and divide tasks that way. Then, we share the less favorable tasks so that not just one person is feeling inspired and the other doing administrative tasks. That has been helpful in keeping us both engaged.

Through experience, we have also found how to tell when team members need a certain type of support and how we can use our strengths to help them. For example, Vanessa Jean is great with sharing product knowledge and getting people started with classes right away. She excels at helping people go from start to Silver very quickly. Once people hit Silver, Paul's strengths shine through. Many of the people that hit Silver have not run a business before or have been out of the workforce for a while, and Paul's experience allows him to offer direction, strategy, and one-on-one mentoring to the individuals in this stage that need help.

As we have started to have more Diamonds on our team, we've noticed that people tend to forget the heart and love they felt when they originally began their dōTERRA businesses. For some, it becomes too much business and not enough love and heart. We feel that helping them return to that love is critical. This is where Vanessa Jean often takes the baton and works closely with our beloved team to help them reach a place of deeper meaning in what they are doing and to reconnect them with why they began in the first place. Using each other's strengths has truly benefited us as individuals and has strengthened our team.

### Some people don't want to reach Presidential Diamond because of how hard and stressful it seems. What would your advice be?

Why focus on how “hard and stressful” something is? “Where your attention goes, energy flows.” Try placing your attention on what you choose to manifest. Call on the energy of ease and grace. Do this as a unified force. In this space, you come from love, which is expansive, rather than the contractive energy of fear.

### What are the benefits of this rank, and why should someone strive to reach it?

Our dream is to help all of our main leaders reach Diamond or above, along with others in our tree who desire that path. By reaching Presidential Diamond, we are able to help our leaders have the freedom that Diamond and Blue Diamond brought us. We can't imagine achieving those for ourselves without helping as many as possible enjoy the same. As you become more intimate with your leaders' Whys and their passions, the focus



## Presidential Diamond Tips

### Creating an Abundant Tree of Love

**MAKE YOUR BUSINESS A CONSTANT.** “If your business isn't repeatable and sustained, it can end up being a one step forward, two steps back scenario, which ultimately doesn't serve the highest good of all concerned.”

**UNDERSTAND YOUR LEADERS.** “Know the Whys and the passions of each main leader to help you harness the creative force and uncompromising belief in the destination.”

**KNOW YOUR TREE.** “Understand the idiosyncrasies of each branch in your Tree of Love because it is critical in order to know how to galvanize the collective efforts of the many rather than relying on the talents of the few.”

**PRAY AND BELIEVE.** “Through prayer and a powerful collective vision, each leader walks by your side, a force of love and manifestation. Day by day, these prayers are answered and miracles materialize. The impossible becomes possible as the magic of many realizes that which one could never do.”

moves away from “I” or “me” and more toward your dōTERRA family. Moving beyond Blue Diamond is not about what it takes to reach Presidential Diamond, it's about accelerating the journey of others to those income-replacing levels of Platinum and above. Freeing others becomes the driving force.

This is achieved by working with your leaders, their ranking leaders, and their new Elites to-be. We still teach several classes a week for new sharers who are just starting out. It's important to support those 54 Elites by enrolling or teaching. We believe that Presidential Diamond is not only made up of 6 Platins or 18 Silvers, but it also incorporates the 54 Elites underneath them, and they need the support of your experience. Supporting the Elites instills belief and carries people forward who might have thought they weren't good enough.

The energy and momentum generated when co-creating this type of success is unparalleled. The joy you will feel as you watch your tree soar will fill you with what is akin to a blissful, parental love. So why would you want to create Presidential Diamond, and what motivates us to keep growing? It's simple. It serves the higher good of all, and service and love is why we are here. 💚



# Congratulations on Reaching Presidential Diamond

## Dirk VanDerzee & Maree Cottam

PLEASANT VIEW, UTAH, USA



### What has been the biggest hurdle you have overcome on the way to Presidential Diamond?

**Maree:** Life throws unexpected curveballs at us, and they have a way of deterring us and making us think that we should quit. Right before I was about to hit Blue Diamond, I ended up going through a divorce with my first husband. That was a curveball that I wasn't even expecting. I remember I just really wanted to hide under a rock, but my love, my commitment, and my passion for this company and our team kept me in the game. Life moves forward, and we have to be moving forward with it, or we are just denying those life lessons that we are given.

### When you first started your business, did you feel like Presidential Diamond was within reach, or was it something that you gradually worked up to?

**Maree:** I could see myself going there, but I had to take baby steps. When I got my Elite certificate, I called my upline and said, "I'm Elite! I went Elite!" I remember her saying, "That's so great. Go and celebrate. But first, cross out Elite and put Diamond on there." With every celebration and with every momentous goal you hit, there always needs to be an idea of what is next. Even as Presidential Diamonds, we were walking the purple carpet at convention, and I got off the

stage, and I went up to my upline and said, "Now what?" There's always this question of what is our next big thing, and we are excited to go for it. I think that's part of moving forward in life and keeping ourselves focused on those things that are ahead of us.



### Presidential Diamond Tips

#### Believe and Achieve

**TEAMWORK.** "Presidential Diamond is a whole, committed team and leader effort. It's about being a large influence for thousands. Having a Presidential Diamond team is having unity—a oneness toward everyone's higher goals."

**VISUALIZATION.** "Choose it, and go for it! See yourself making it happen. Visualize yourself on the cover of the magazine, and visualize reaching Presidential Diamond, knowing it is for anyone who wants it. We all have it in us."

**CONSISTENCY.** "Be consistent in just a few things. Consistently hold classes, events, one-on-ones, wellness consults, membership overviews, and work toward getting people enrolled. Then, do that process over and over and over and over again."

**OIL LOVING.** "I really believe that what creates momentum is loving on people with the oils. Create powerful relationships. It is important to get oils on people to let them experience the oils so that they can have those ah-ha moments that many of us have had. That creates a movement."

### How do you work together in your business?

**Maree:** Someone once said, "He is your anchor, and you're like a kite out there flying, and he has your kite string grounded." That has always been a good thing to have in this business. I also feel that when a husband and wife work together, they have different strengths. We need to use all the gifts that we have been given when we come into the world. For example, we get a lot of men that show up for our classes, and Dirk is great at relating and sharing with them.

**Dirk:** When I first started with Maree, it was all women that would be at the classes, and I kind of felt like an outcast.

So when men showed up to classes with their wives, I decided to have a gift for them just for showing up. I gave them something a guy would use like Deep Blue®, Peppermint Beadlets, or dōTERRA Breathe®. I would try to get them involved, and when we introduced ourselves, I would usually say something like, "Hey man, this stuff is awesome. I mean, I use it. If it wasn't for Maree, I don't know if I would have ever learned about it. It has done some phenomenal things for me. If you're looking for something other than what you are using, then this is it."

### At this stage, what motivates you to keep pressing forward with your business?

**Maree:** Presidential Diamond was a really big push for us and our team, and we want to continue inspiring our team to do great things. Dave Stirling and others have said that their mission is to get a Family Essentials kit in every home in the world, and we are just as aligned with that goal. We are one with how oils make a difference for little kids, moms, dads, and families, and, to us, that's what it's all about. We're just making a difference, and we're not done. We know that Presidential Diamond is the rank of making a very profound difference, which is what we want to do, and it's why we started doing it. We will never be done passionately sharing about the oils until the world knows that this is the natural way. So for us, it is about making sure that everyone has oils in their homes.

### How do you feel your lives have changed because of your success in dōTERRA?

**Dirk:** It's made me a better person as far as not doing the same routine that I was when I was going to work every day. When I was working at my job in industrial maintenance, I didn't really hang out with people and talk to them and get to know them. But in this business, I came out of that shell by being able to share the oils and interact with our leaders. They are our team members, but they are also our family and friends.

**Maree:** It has changed my life. I'm a giver, it's just one of the things that I like to do. It has been such a gift in this position to just give and do things for others. We have missionaries that come and go and we just hand them cash, and we support them while they're out. We give to families who are in need for Christmas. We are able to give so much back because we have so much. The blessings of that are huge, and it fills my heart. I think that a generous heart brings so much back to you. That's not the reason I do it, but the evident flow of blessings is very apparent. To me, it truly has been life-changing to be able to do what we do. We've actually been able to go on two dōTERRA Healing Hands Foundation™ trips and take my mom and dad to Guatemala where my dad served a mission for the Church of Jesus Christ of Latter-day Saints for three years. That was just priceless. 💎



## Byron & Renee Twilley

WAMBERAL, NEW SOUTH WALES, AU

# A HOLIDAY TO REMEMBER

While enjoying a vacation in Noosa, Australia, Byron and Renee Twilley came across two Wellness Advocates at a nearby market. These Wellness Advocates, Max and Cherie Tucker, took the time to share the oils and dōTERRA with Byron and Renee, and even offered Renee some Peppermint to assist her digestive discomfort, which helped her significantly. They say, “We were blown away, not only by the quality of essential oils, but also by the business

and opportunity to help others through sharing such a beautiful product.” From that point on, their holiday in the sun became a planning session for their future dōTERRA business.

At the time, both Byron and Renee had secure jobs working in information technology for the local government and teaching primary school, but to them, their careers didn't provide them with as much joy and satisfaction as dōTERRA

did. They say, “The dōTERRA opportunity fell into our laps, and it pulled us toward a higher meaning and purpose in life.” Now, they have completely traded in their old careers to pursue a life where passion and service are at the core.

From the very beginning, Byron and Renee have worked side-by-side to make this dream come true. Their support for one another constantly fuels their business and centers them in their

*“Live the product, live the wellness philosophy, and emanate what you believe in without letting anyone or anything waver your course toward success.”*

journey. They say, “We both do equal parts in the business. We have roles and boundaries in place so we don't double up, and we do what we enjoy doing and what we're good at. But we can also fill the shoes of one another and take on each other's roles if need be.” By working as a team, they have mutually built a business that caters to their situations and allows for flexibility to enjoy life and limit worries.

The Twilley's upline and downline are also at the heart of their success. They say, “Our team is so hugely supportive that without them, we wouldn't have reached Diamond. We receive so much in return from our team for all that we give them. They work hard, share from the heart, and are a creative and clever group of people.”

Byron and Renee's chance encounter with Max and Cherie has significantly altered their lives for the better. Rather than settling, they took control of their destinies and have become exemplary advocates for health and wellness. They say, “We have found something that we both share a passion for, can work together on, and get financially rewarded for. We now have the time and space to be able to both effectively parent our baby girl and give her the affection and opportunities we previously wouldn't have been able to provide if we continued in our previous careers. This moment, now, and the future are very enjoyable and promising.”

## KEEP IN MIND

**“Wellness Advocates should approach the business with as much fun and enjoyment as possible.** Don't put too much pressure on yourself to hit rank and reach goals. Goals are important, but make them realistic and achievable. It's very hard to see how the business can be hugely rewarding in the beginning, but rather than focus on how much you're earning, focus on how you can best serve others, enjoy the process, and make your business duplicable.”

**“When structuring, focus on building by rank whilst gaining Power of 3 for yourself and teaching it to others.** Always create groups of people that will help, support, and grow together. Don't patch holes to make rank when it isn't the right fit for the person. This is a people business, and we need to make sure placements are made in the best interest of the people involved.”

**“The key to successful follow-ups is to connect with people as people.** Ask them questions, without being too intrusive, and find how you can best serve them. What are their interests? What are their needs? What are their health concerns? What are they interested in finding out more information about?”

**“The other key element to a successful follow-up is to just do it.** Not doing it doesn't help. Pick up the phone or communicate with the client through their preferred method—just do it. There is way more harm in not doing it rather than doing it poorly. All we do is learn and get better each time.”





“We have never set our vision on any rank advancement. The rank is something that happens organically as a result of doing what we love, and our focus is always on the people. It wasn’t a decision to go for Diamond—it was a natural and organic progression and result of the process.”



NEW dōTERRA DIAMONDS

Craig & Tess Godfrey

BELLBOWRIE, QUEENSLAND, AU

## The Joyful Journey

It was a lightning-through-the-body, goose-bump-raising moment when Tess Godfrey saw her friend’s Facebook post about essential oils. She says, “I just knew I had to have the oils in my life. I didn’t need to smell or experience them to know that I was onto something very special.” Right away, Tess contacted her friend and signed up with a Home Essentials kit, and when her kit arrived, so had more goosebumps.

Tess had been familiar with essential oils for a long time, but she felt an instant connection with the dōTERRA oils that impressed her. When dōTERRA came into her life, Tess was already a natural health educator and owned a successful private naturopathy clinic where she practiced full-time as a Bioresonance Naturopath and Reconnective Healing Therapist. With such a busy schedule at the clinic, she had no intention of starting a dōTERRA business, but instead, used the oils extensively at home.

After Tess experienced many benefits of the oils at home with her family, she gradually began to use essential oils in her clinic and even handed out samples for her patients to try. Tess

says, “After 16 months of handing out samples and selling mostly retail to my patients, I realized I wasn’t doing them or myself any favors. That’s when I invited them to open a wholesale account and to take full responsibility for their dōTERRA use and education.”

This brought a new level of enjoyment to Tess’s life as she saw how the oils and business opportunity created healthier and happier people. She says, “I am motivated by the amazing results and positive outcomes my family, my patients, and oil users around the world have experienced with these oils and supplements. I keep sharing because people become improved versions of themselves when they engage with essential oils. The oils facilitate life progress. I share because it brings me joy, and I am motivated by anything that makes me happy.”

Tess’s passion for the oils and her experience have touched many lives, including her family. Her two children, Keagan and Gené, use and share the oils on a regular basis, and her husband, Craig, even joined her in the business once he realized the

wonderful opportunities that were available to them. Craig’s contribution to the business has been monumental. Aside from sharing business tasks such as trainings, team business calls, follow-ups, one-on-ones, and workshops, Craig created a semi-automated business structure with IT integration, a website, and a Facebook support group that have helped drive the business forward.

Though both Tess and Craig continue to work full-time at their jobs, on top of their dōTERRA business, they have found that their busy life still flows in a connected and beautiful way that offers them great joy. Tess says, “I am happier, healthier, and wealthier than ever before. I value the freedom to choose how I spend my day and who I would like to spend time with, to be creative, and to be inspired. It has brought me new friends and a new connection with my life-long partner. Craig and I have found in dōTERRA a shared passion and a shared vision. It has brought so much joy into our family, and we have been ‘paying the gratitude forward’ to others since the start of this journey. We are partners in sharing this joyfulness.”

## STRUCTURING SUCCESSFULLY

“Keep your committed builders on your frontline as they come along.”

“Build in depth to rank advance and gain momentum.”

“Concentrate on supporting each leg to Elite before building a second and third leg.”

“Keep family close to your frontline. It’s a wonderful feeling to have family share in the business successes and grow the business together.”



## Ura & Petah-Jane Auckland-Hall

NORTH LAKES, QUEENSLAND, AU

**"I don't understand how anyone could possibly pass up the dōTERRA opportunity. For me, it is the most integrity-driven, honest, transparent, and committed company on the face of the earth, and it strives for excellence constantly."**

—Petah-Jane

## GROUND YOUR BUSINESS

### SERVE.

"Success in this business comes very quickly when you follow the lead of the dōTERRA owners and seek to serve. When you come from a place of service and find ways to genuinely enhance the lives around you, people know they can trust you, and they open their hearts." —Ura

### ENDURE.

"Do not give up. That is the biggest mistake you can make in this business. Life happens, but don't allow it to derail you. Stay focused on what you set out to achieve. Being Diamond doesn't mean a perfect life, but it does mean greater choices." —Petah-Jane

### CREATE ABUNDANCE.

"Adopt an attitude of abundance. There is not a household in the world that couldn't benefit from the dōTERRA products. Focus your efforts and attention on inspiring people, including the people you have already enrolled." —Ura

# EGYPT & OILS

While on a tour in Egypt, Petah-Jane Auckland-Hall met Vanessa Jean Boscarello Ovens, another member of the tour group, and they bonded over the rare essential oils they found in Egypt. Petah-Jane also came across a local Egyptian woman with extensive essential oil knowledge, and she was enthralled with her many insights. These experiences resonated with Petah-Jane, and she hoped that one day she would have a similar understanding of essential oils.

When Petah-Jane returned home, her new passions for Egypt and oils grew stronger. Petah-Jane says, "I came back with a vision to create tours in Egypt that would allow Westerners to connect with the authentic Egyptian spirit. I also started researching essential oils as I felt they would become a big part of my life purpose in addition to the tours."

A little while later, Petah-Jane saw that Vanessa Jean started with dōTERRA, and Petah-Jane opened her home to Vanessa Jean as a place to stay and teach essential oil classes when she was in their area of Australia. Vanessa Jean accepted this invitation and taught many successful classes, and even

piqued the interest of Petah-Jane and her husband, Ura. Eventually, Petah-Jane joined dōTERRA, but asked Vanessa Jean to not talk to her about the business for six months so that she could focus on her tour to Egypt.

During these six months, Petah-Jane couldn't stop thinking about essential oils. She says, "Even though I'd advised Vanessa Jean that I wouldn't be doing the business within the first six months, the universe had other ideas. I dreamed constantly about essential oils. I couldn't get away from them. Finally, I reached out to Ura and said, 'I've been dreaming about these oils. I really need to do this as a business.' The rest was history."

While the business bloomed, Ura started to have impactful essential oil experiences of his own. He witnessed the game-changing effect of Peppermint while he encountered temporary health issues, and even noticed the positive influence the oils had on his daughter. Ura says, "When Petah-Jane told me that people in the business were called 'Wellness Advocates,' I actually laughed, and said, 'Gee, that's a bit of a stretch.' Now the joke is on me."

Ura had worked in various enterprises as a CFO and COO in both science and medical fields. He always sought to work for companies that upheld high standards and were in sync with his ideals. While working for a Business Coaching firm, Ura and Petah-Jane attended a Co-Impact Sourcing® trip in Queenstown, New Zealand. Ura says, "The first night, Petah-Jane and I were both deeply moved, and I decided to join her full-time in the business. I'd been searching for a place where I could have a positive impact on the world, and it became clear to me that this was absolutely my path." After this realization, as they were climbing a hill to harvest Douglas fir, Ura pulled out his phone and resigned on the spot.

Ura and Petah-Jane are a powerhouse pair that work to create a cohesive and inspiring team. With every step up, they discover a greater fullness to life and are able to explore their passions more deeply. Ura is currently using his love for writing to author his first book, inspired by dōTERRA, and Petah-Jane continues to reach out to those in Egypt, providing them with essential oils and offering humanitarian aid wherever she can. Ura says, "We are driven by touching peoples' lives, and now, we have the opportunity to do that."





## Erin Blott

WALLAROO, SOUTH AUSTRALIA, AU

## EMPOWER THE PEOPLE

Erin Blott needed to make major changes to accommodate her son's multiple health issues. Despite Erin and her family's healthy and active lifestyles, they needed to replace everything in their home with natural and additive-free solutions. For Erin, this meant a lot of research and time making things from scratch to ensure her son's maximum health. Part way into this endeavor, a family friend reached out to Erin with some dōTERRA samples for her to try. Erin says, "From the moment I smelt the aroma, I was completely captivated. It was like nothing I had ever experienced before, and I felt immediate comfort. When we started to use the oils, we quickly saw how effective they were for our son and ourselves, and I felt incredibly empowered being able to take back the responsibility of our health and provide my family with natural and effective solutions."

At the time Erin heard about dōTERRA essential oils, she had been working in healthcare as a registered nurse and midwife for ten years. These positions

allowed her to help people and make a difference when they needed it most. However, the one thing that frustrated her about working in the healthcare system was that she never felt like she was able to do enough for people.

Too often, she would see people needing assistance with their health, and they would turn to healthcare only to get a quick fix that did not help them manage their health in their homes long-term. Erin says, "I wanted to be able to spend time providing holistic care to others, addressing their foundational issues, and providing them with tools to support their needs. I became so passionate about empowering others to take back control of their health. These oils provided our family with such amazing physical and emotional support that I wanted everyone to experience the very same." This passion inspired Erin to start her dōTERRA business in addition to working full-time as a nurse and midwife.

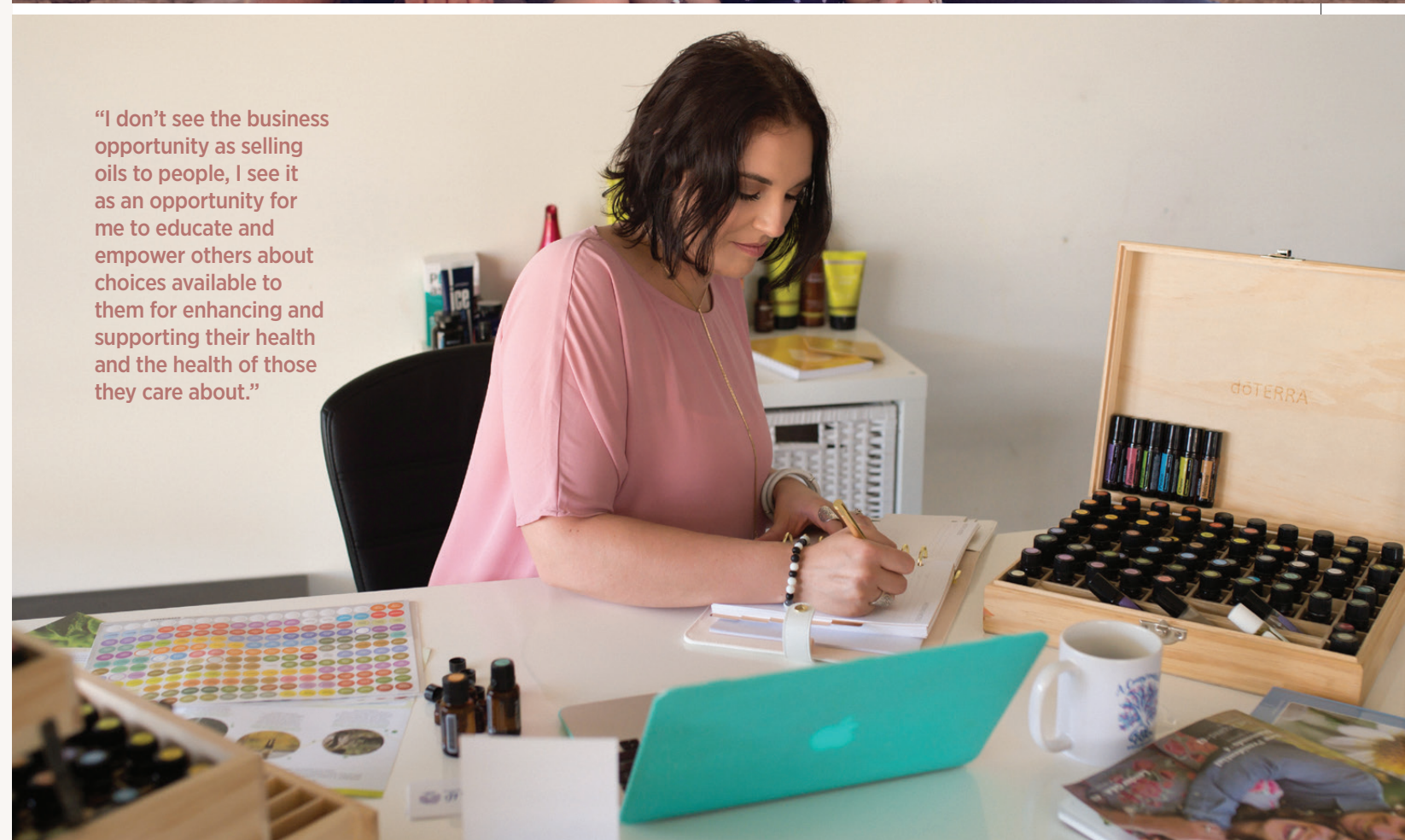
Starting her dōTERRA business has impacted Erin in more ways than

she could have ever imagined. She is pursuing her passion by empowering others through essential oils and opening doors for those striving for financial freedom. She works hard to consistently give back to her community and team by being a dedicated and motivated leader and by celebrating other's successes and encouraging people to achieve their goals.

Once Erin reached Diamond, she decided to retire from her full-time employment as a nurse and midwife and make dōTERRA her primary focus. Doing so has given her more freedom to help others and allows her family to live more abundantly. She says, "It is so incredibly satisfying watching the way these oils change and influence the lives of those that I have shared them with. There is so much love and gratitude that flows from every single person that they touch. I will forever be grateful for the introduction to these amazing essential oils and the incredible opportunity and blessings that dōTERRA has provided for my family."



"I don't see the business opportunity as selling oils to people, I see it as an opportunity for me to educate and empower others about choices available to them for enhancing and supporting their health and the health of those they care about."



## BRIDGING THE GAP TO DIAMOND

**TALK WITH YOUR LEADERS.** "Be open and honest with them, and express your desire to reach Diamond. Ask them what their goals are and how you can support them."

**WORK TOGETHER.** "Support one another to achieve these goals, and be accountable. Re-assess goals as needed."

**HAVE FAMILY SUPPORT.** "The support of your partner and family is crucial. Have an open discussion about the commitment involved."

**PLAN AND PREPARE.** "Planning and preparing in advance each month sets you up for greater success. Tracking your OV (Team Volume) makes it much easier to see where more energy needs to be invested during the month. A large white board or a rank tracker spreadsheet are fantastic tools to help with this."

**WORK FOR IT.** "Invest your time and energy into making it work and not giving up when it gets tough—because it will get tough."

**FOCUS AND BELIEVE.** "Above all, focus on all of your strengths and believe in yourself."



## Darren & Kim Smadis

SHERWOOD PARK, ALBERTA, CA

# The Change after the Trial

“Keep believing in yourself. Life is too short to play small in this world—play big!”

After surviving a major health issue, Kim Smadis was ready to detoxify her life. She researched the best ways to rid her home of toxins and live naturally, and all signs pointed to essential oils. When Kim started searching for oils in Canada, some of her friends recommended dōTERRA—which was just what she was looking for.

Around the time she started using dōTERRA, Kim was working for the government and was hopeful about her future there. But after her health battle, she was not approved to go back into her original position because of the likelihood of the health issue reappearing due to the stressful workload. As a result, she had to take a lower position, and she struggled to find her place back in the corporate world.

Knowing that Kim’s government position required her to mentor, coach, and motivate, Hayley Hobson, her enroller, suggested the business to Kim and explained to her that she could use her valuable experience in a dōTERRA business. However, Kim had no interest at all. To Kim, network marketing was not a good job. But after using the products more, learning about the business

model, and talking to dōTERRA members, her mentality started to change. Kim says, “I remember thinking, ‘This is the real deal, and these are the people I want to be around.’ Once I got rid of my closed mind with direct sales, it was a game-changer, and I wondered why it had taken me so long to start.”

Sharing and teaching about the oils became Kim’s new passion, and she especially loved using the oils in her own home. She gave her four athletic boys AromaTouch® treatments when she was getting certified, and introduced them to the power of Deep Blue®, which became a staple in their home. Kim’s husband, Darren, converted to the oils after an influential experience with DigestZen®, and joined Kim in the business. Kim and Darren now work side-by-side managing different aspects of the business and inspiring their team to achieve their potential.

One of the most important aspects of Kim and Darren’s business is helping people believe in themselves and make the most of each opportunity. They do this by establishing a culture of community and teamwork. Kim says, “Most of my team lives close together,

so we put a lot of work into getting together and supporting each other. Whether members are on the same leg or opposite legs, none of that matters. We truly want to see each other be successful, and many people feel that they have finally found a community where they can be themselves. I often hear from my builders and my team that people start the business because they have a big Why, but they stay for the community that we’ve created.”

Being able to help others become successful and believe in themselves is a dream come true for Kim and Darren. This opportunity has given them the ability to make a difference in so many lives and within the walls of their own home. Kim says, “dōTERRA has changed how we function as a family. I used to work for eight to nine hours and then come home, and the way I looked at, that’s when I would start living my life. When we started dōTERRA, we sat down as a family, and I talked to the boys about what it would require and how everyone would have to help each other to make it work. We became a family. My work life and my business are no longer separate from my family. We do this together.”



## CLASS MECHANICS

### Plan classes in advance.

“You have to decide how many classes and how much time you want to dedicate in a month. Plan those classes, and get those time slots blocked off in your calendar.”

### Invite people.

“Make a nice flyer that lists all of your upcoming classes so that you can hand it out to people. The more options they see, the easier it is for them to find a class to attend.”

### Follow up.

“Follow up with each person. Make sure you text them before the event to see if they are coming.”

### Teach the class.

“I teach people in my organization a very clear structure on how to run a class—how to do your opening within two to five minutes, how you teach the class, how to share personal stories, and how to ask for the sale. The mechanics of the class can make all of the difference.”





GET TO KNOW  
dōTERRA CORPORATE

# Dan Doxey

—Director of Web Marketing—

## FAVORITE PRODUCTS



I love Frankincense and Wild Orange. Whenever we have people over, we are diffusing Wild Orange, and it's hard to not love Frankincense.

**Dan Doxey** received his undergraduate degree in English with a minor in Spanish from Brigham Young University. After working in retail post-graduation, Dan and his family moved to Chicago, and he attended graduate school at Northwestern University studying marketing. Dan found his niche with marketing and pursued a career in this field by joining a marketing firm. Several years later, he became the Director of Marketing for North America at NuSkin, where he worked with Rob Young, Greg Cook, and David Stirling. Dan eventually moved to the Bay Area and began working for Shaklee, managing nutritional products. Six years into his job at Shaklee, Dan received a call from Rob Young who talked to him about coming to work for a company called dōTERRA.

In early 2012, Dan joined dōTERRA as the director over marketing. However, his initial job began to change as the company continued to grow. In the early days of dōTERRA, the company was running off of a blog, and the more the international markets began to expand, the greater need there was for a website that was more agile for marketing purposes. Dan decided to take on this task, and his team morphed into the global web team. As the Director of Web Marketing, Dan helps his team make critical information easy to access, accurate, timely, predictable, translated, and 100 percent reliable for Wellness Advocates.

### What do you feel is your specific role in dōTERRA?

If I could point to one thing, it is to accommodate the never-ending need for improvement on things that build trust with Wellness Advocates in classes. They say a lot of marketing is the process of owning a hill, and the hill that my team hopes to own is listening to Wellness Advocates and their needs, as well as making sure that we are there as their advocates within the company to get things done.

### What is something that you want Wellness Advocates to know about what you do?

I'd say first and foremost that we do listen to what you say. When someone emails web@doterra.com with a tip or a suggestion, it is read. We read it all. Sometimes we can't immediately take action on it because what is being requested or asked for is already part of a long-term, strategic plan or has been budgeted out to be addressed. I wish we could get to all of it right now, but we just have to prioritize and use resources wisely so we don't focus on something that's been requested but has no legs to go the distance.

### What is one of your favorite parts about your job?

To boil it down to one thing, it's freedom within the company to listen and make things happen. I like being able to truly take time to understand a Wellness Advocate's needs and learn from them.

When I hear from Wellness Advocates at meetings, convention, or leadership, it is enlightening, and I love being able to take action on what they say. Some companies don't do that, and they have you in a box, and you can only dish up your soup, and that's it. But it's awesome having the freedom to be able to ask, "Why is this happening this way?" "Why are they feeling this?" and "What can we do to fix this?"

### What is something few people know about you?

During college, my wife and I used to run a bed and breakfast in Alaska. Our friend owned it, and it was located in a little Russian town in Alaska called Ninilchik. In the winter, there were about 400 people there, and in the summer, there were about 10,000 people. The bed and breakfast had 15 rooms and an RV park in the back, and it was my wife and I running the place with one additional employee. I was 23, and my wife was 20. It was a lot of work. We had to either be making breakfast, cleaning up for breakfast, preparing a room, or checking people in. We even did some clamming; we made some amazing clam chowder!

### With your experience in web marketing, what advice would you give to Wellness Advocates?

With what I've learned over the years, it's easy for a Wellness Advocate to think, "If I just have my own website and I just buy into somebody's system, the clouds will part, and I'll be selling product every day, all the time." Many of the web marketing people in the world are saying that, and they go after direct sales people trying to sell them bogus systems. I would say if there's one thing I wanted you to know, it's to find out what works for you for sharing product, and follow it. You could spend all day trying to figure out your website and all day analyzing SEO, but you can waste so much time trying to doctor up some system. The best thing to do is to just go and have a class. You'll affect more people in a class. They'll smell the oils, they'll feel the oils, and they'll see what the possibilities are for sharing the oils themselves. I suggest that you use the web as a helper but not your soul source of sharing.



## Kyle & Brittany McDonald

ST. CATHARINES, ONTARIO, CA

# REACHING HIGHER TO *Inspire*

**B**rittany McDonald had been in the fitness and health industry for many years teaching classes and managing her own fitness business. Because of her passion for wellness, Brittany started looking for natural solutions that could enhance the health of her clients and her family. When her friend, Ange Peters, asked her if she wanted to attend a dōTERRA class, the response was an immediate yes. It only took a waft of Peppermint for her to realize that she was hooked. By the end of the class, she walked out with her very first dōTERRA kit and a brand new business.

The business slowly began to grow as she organically used and shared the oils. Oftentimes, it would even be her friends and clients that would come to her with essential oil questions. When family and friends noticed a difference in her son's health, they wanted to know how, and when Brittany would diffuse Peppermint and Wild Orange during her classes, they wanted to learn what the oils did. Eventually, this increasing interest encouraged Brittany to share more, and she began giving out samples

at classes and holding a special essential oils lesson after fitness classes for those who were interested. The more Brittany shared the health benefits with others, the more she saw that she was helping people live healthier and happier.

Brittany made it her priority to routinely hold classes, meet one-on-one, follow-up, and put people first no matter the rank she was at, which helped her business steadily grow. Not long after she reached Platinum, her upline leader, Rich Higby, had her set a Diamond date (the date she would be Diamond). After she set the date for a few months out, she realized that Diamond was closer than she thought, and she gave it all she had. She says, "Once I set my Diamond date, I told my leaders what my plans were and was very clear as to what my goal was and what I saw in each of them. My team and I went back to the basics. I focused on sustaining my events, upping my classes, and reaching down below my first and second levels to support and develop them as leaders and to aid them with whatever they needed." These efforts

allowed Brittany to hit Diamond a month earlier than expected.

Though achieving Diamond felt good, it was the aftereffects that felt even better. Brittany says, "There were so many rank advancements on my team and that actually made me more excited than when I hit Diamond." With each step forward, Brittany is motivated by the ability to help others reach their dreams and to show them that they can live their lives in a way that makes them happiest.

Now that Brittany has hit Diamond, she continues to reach higher so that she can help others experience her same joy. Brittany's husband, Kyle, has also joined the business, and together, they continue to see great growth and experience many blessings throughout their journey. Not only have the oils helped their children in a time of need, but the business has given Brittany and Kyle a little more time and financial freedom to be with their children, and has allowed them to personally grow while helping others to do the same.



**"It can be tough to not see the results that you want. If your business is not growing as quickly as you wanted, don't give up, just keep going."**

## MAKING A SOLID FOUNDATION

**HAVE A MENTOR.** "Find somebody that can act as a support system in your upline, and connect with them on a regular weekly or biweekly basis."

**SET LONG-TERM AND SHORT-TERM GOALS.** "Know what you would like to see happen, why you want to achieve it, how you want it to change your life, and be really clear about how it fits into your life and how much time you have and want to commit to it. Then, work with your upline to figure out how you can best use your time."

**BUILD RELATIONSHIPS WITH PEOPLE.** "Get better at forming relationships and putting yourself out there. Be intentional about listening to what people say and caring about them. Share what you are doing naturally."

**FORM DAILY HABITS.** "Pick three things that you can do every day in your dōTERRA business that can keep you moving forward. Even if you have only 15 minutes, you can make sure that you do follow-ups or get on the phone and share the oils with somebody. As long as you are consistent, it will produce incredible results."







“The essential oils have been a blessing to us, and they are a blessing to the community. We truly believe that this is God’s medicine. It’s naturally filled with vibration and light.”

Six Tips for Success

**Be a force for good.**  
“Always focus on how you can empower another. Service is our primary focus from our customers to our business partners.”

**Be determined.**  
“Determination trumps talent every time. Never give up. Know why you do what you do every day, and go toward that always.”

**Serve hot-fresh help.**  
“Offer a way for people to find solutions for their everyday health.”

**Live bright.**  
“Live by example. We live the oils, the leadership, and the mantra of dōTERRA every day. Sparkle everywhere.”

**Share with heart.**  
“We never see people with dollar signs on their foreheads. We see them as new friends and family. We are interested in them. They love us because we first love them.”

**Have a “no respecter of persons” mentality.**  
“Share with everyone. We do not deter anyone from the jewels we have to offer.”

NEW dōTERRA DIAMONDS

Robert & Suzanne McGee

HUNTINGTON BEACH, CALIFORNIA, USA

The Yellow Brick Road

Having a passion for wellness and a spirit for business, Robert and Suzanne McGee set out to establish a wellness center, Nirvana Wellnest. They were told by many that opening a wellness center was not a good idea because other wellness centers were closing due to the economy and an over-saturation in the market. However, they pressed forward with optimism. At the time, they didn't know what items they could offer in their store, but they were confident that they would find something that would be beneficial to those they served and would help their wellness center prosper. During that year, they sold many items in their center, some of which were very successful for a while, but they were still looking for something greater. To them, they were living in the black and white world of Kansas and just hoping for the day when they would find a product that would open their life to a full spectrum of vibrant life and wellness.

It didn't take long for their dreams of being whisked away in a whirlwind of color and vitality to come true. They say,

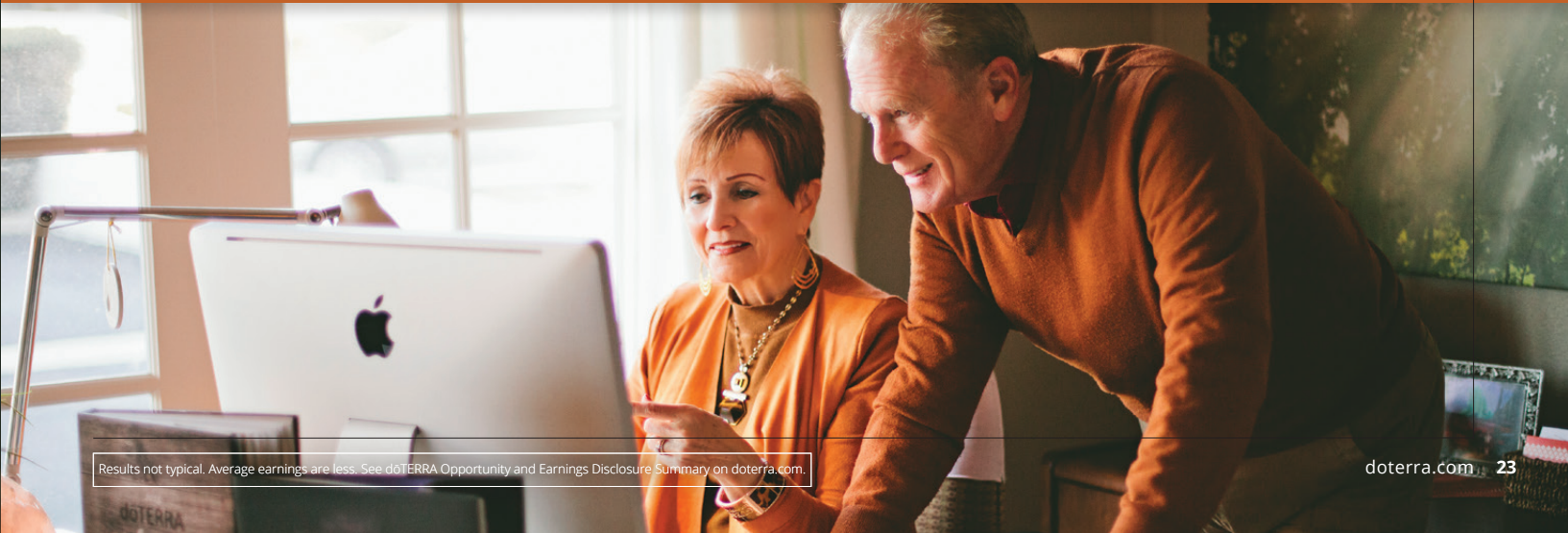
“When we were introduced to dōTERRA, we knew we were being swept off to our land of Oz.” They were amazed with the new aspects of wellness that came from these little bottles and decided to, like Dorothy, follow this yellow brick road to a greater destiny.

They followed that brightly lit, yellow pathway by using the essential oils on themselves and then integrating them into their wellness center and using them on clients. Once they enrolled, they were able to go farther down the path and learn many lessons and gain personal attributes that helped them become the leaders that they wanted to be. They say, “We followed the yellow brick road, and along our journey, we gained courage, much like the lion in the *Wizard of Oz*. We learned courage to share a natural form of healthcare with family, friends, and the community.”

But courage was not the only thing they found on their journey. Like the scarecrow, they say, “We have been given knowledge—the knowledge of essential

oils and the business opportunity. This has empowered us in so many ways.” And like the tin man, they say, “We have been given a heart of passion and caring. Because of our experience with essential oils, we are able to reach out with caring hearts and touch the lives of people within our families and our communities.”

This journey to Oz has offered Robert and Suzanne a world of many new and exciting adventures that have changed their lives and business forever. For their entire adult lives, they had been searching for an opportunity that would allow them to learn, experience, and give—dōTERRA opened them to all of these possibilities. They say, “We love watching the yellow brick road start from our front door and flow right out into the community as it spreads its colorful magic into the dreary, fast-paced world of stress, pressure, and sensory overload. These essential oils match our passion, inspire us to create, and help us realize the valued attributes that were inside of us all along. For that, we will always be eternally grateful.”



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



## Sandra Pascal

LAGUNA NIGUEL, CALIFORNIA, USA

# A Walk THROUGH THE Mud

Standing at the JFK airport with 100 dollars to her name, eighteen-year-old Sandra Pascal was ready to start over. After leaving a dysfunctional home, she wanted to be a part of something meaningful and find a way to give to others. She was committed to a life that was greater than what she had.

A couple years later, Sandra was working for a bank, doing what she loved. She dreamed that one day she would end up in the stock market, and she put her efforts toward that dream. However, in an unforeseen turn of events, she was handcuffed and taken to jail for a crime she did not commit. Though the charges were dropped, her record expunged, and she was

completely innocent, the feeling of worthlessness burned inside her. She says, "I had given up. I felt that I didn't deserve to be happy. I would look in the mirror, and I didn't see my uniqueness. All I saw was negativity, sadness, and pity. 'Why me?' I kept asking myself."

These thoughts caused her to fall into a place of darkness for several years, when finally, a little light made its way into her life. Her boss at her real estate office reached out to her and gave her the opportunity to start over again, and she took it. From then on, she began to change, and she dove into self-development. She says, "Once I started loving and believing in myself, and got out of my pity party, I created a new

story. I began a successful career in real estate. I married Mr. Magnificent, and we have three beautiful children. Then dōTERRA came into my life."

Sandra had been using essential oils since she was a child, but when she compared her essential oils to dōTERRA oils, she noticed a big difference. Two days after Sandra's dōTERRA experience, Beth Philips, a Wellness Advocate, came to teach an essential oils class near Sandra's house, and Sandra was amazed with Beth's positivity and excitement for the oils. That night, Sandra asked about the business opportunity and enrolled shortly after.

**"WE CAN'T KEEP SOMETHING A SECRET THAT MENDS HEARTS, RAISES SOULS, INSPIRES PEOPLE, BRINGS FAMILIES TOGETHER, REPAIRS RELATIONSHIPS, CHANGES THE WORLD, FEEDS THE HUNGRY, CLOTHES PEOPLE, AND HELPS MOTHER NATURE."**

Sandra had a natural talent for entrepreneurship and used that gift and the oils to help others in ways her eighteen-year-old self only dreamed of. Sandra became an advocate for others' wellness, but also an advocate for peoples' happiness. No matter where people have been or how devastating their backgrounds are, she inspires them to see their worth and encourages them to never give up on themselves or their business. To those just starting their journey to Diamond, she says,

"Reaching Diamond can be very difficult. You see these beautiful, shiny Diamonds as they walk across the purple carpet at convention, and you see the glory, but not the story. Reaching Diamond was mud, dead ends, tornados, lightning, earthquakes, and then there were rainbows, flowers, beautiful sunny days, and then tornados again. That's just part of the journey. There is a price to pay, but it is absolutely worth it."

Throughout this muddy, yet inspiring, journey, she has had the loving support of her husband and her children. Among the many sacrifices of cooking, babysitting, and cleaning, her husband and her son also gave up their weekend dirt biking ventures so that the business

could thrive. Sandra's family has truly been her rock in the whirlwinds.

From the airport to the purple carpet, Sandra has seen breathtaking changes occur in her life. She is now in a place of happiness, living dreams that she once thought impossible, and the hope she feels motivates her to give back to those in difficult life circumstances. She says, "My Why is to help domestic shelters, provide free product for children, and pay legal fees for people who are in jail innocently. I can give back in a way I had only dreamed of through dōTERRA, and I truly believe that we all have a shot at changing the world."



## LET'S GET REAL

### ACHIEVEMENT

"Achieving a higher rank is not about the notoriety or the title. You reach the next rank because you've touched more lives, you've gotten outside of yourself, and you understand the responsibility that you have by knowing what these products can do for someone's life."

### GROWTH

"It's a journey, and you're going to have to be ready to get uncomfortable, very uncomfortable, because you're growing. In order to live the life that you've dreamed of, you're going to have to grow into a different person."

### BELIEF

"You deserve it. Your family deserves it. This is not an 'I' story; this is about the whole team. This is a global movement, and one person can make a difference. There is no doubt that as millions of people together, with the same cause, we can change the world."





“Just keep going, no matter what the day holds. Keep watering those seeds because they’re going to sprout and flourish, and you’re going to wake up one day and have a beautiful array of flowers.”



Leslie Gail  
CENTENNIAL, COLORADO, USA

# CENTERED ON HEALTH

After seeing her mother battle several types of health conditions, Leslie Gail centered her life on health and helping others. She says, “Watching my mother with her health issues planted a seed for me, and I felt I needed to do whatever I could to help people make improvements in their lives and be as healthy as possible.” Leslie became a life and health coach and a massage therapist, but even in these jobs, she felt she could do something greater for the health of others.

Leslie’s first introduction to dōTERRA essential oils was through a social media post. Seeing the post about the oils interested her, and she ordered some for her family and started to experiment and research. She loved the oils so much that she began to share with her family and friends without knowing about the business. By the time she had enrolled ten people, she finally learned of the business opportunity, and she knew what she needed to do. Sharing the oils gave Leslie an excitement that she hadn’t felt in a long time, and she followed the intuition to continue building.

Every day, Leslie brought all of her energy to her business because she knew how powerful that positive energy could be. She says, “I wanted my team to be a family, and I knew that started with me and my energy, leadership, positivity, and ability to elevate everybody around me.” Soon enough, Leslie’s excitement for sharing oils and for the people she was sharing with became contagious, and she began attracting like-minded individuals to her team. Now, her team is exactly what she dreamed it would be—a family that supports, celebrates, and encourages each other.

The enthusiasm Leslie has for dōTERRA has also impacted her own family in many ways. Her athletic sixteen-year-old son now uses the oils regularly to manage his health, and her thirteen-year-old daughter is sharing diffuser bracelets and Wild Orange with all of her friends. Leslie says, “They now have a resource to make them feel better or help them emotionally when they’re struggling. Because of this foundation, they’re going to approach their health differently when they become adults. That’s part of the reason I wanted to do this.”

Leslie’s husband, Roger, is key in her influence. Leslie says, “Without Roger’s support, I wouldn’t be here.” Roger has fully supported her since the beginning, and he believed in Leslie’s vision without question. Through classes, events, and two rounds of Diamond Club, Roger worked hard so that Leslie could continue to create a solid base of health for friends and strangers alike.

The dōTERRA business has given Leslie the ability to influence the health of others in a greater capacity than she ever imagined. She says, “I’ve been able to plant so many seeds and change so many peoples’ lives. I’m helping people clean up their homes and get rid of toxic ingredients. It is powerful to know that I can empower others in their health by giving them the right tools. This business has also given me the opportunity to teach my children the power of following their passions because they have seen me do it. Now they know that when you follow your passions, set goals, and work hard, you can achieve anything.”

## THE THREE Ps OF LEADERSHIP

**PASSION:** “You have to have a passion for what you’re doing. When you have passion, people feel that when they meet you, and they trust you right away. The energy that comes from your passion is contagious.”

**PURPOSE:** “You have to be purpose-driven, and your purpose has to be something bigger than just you. Knowing your purpose is going to get you up when your team is falling apart, and it will keep you from throwing in the towel.”

**POSITIVITY:** “Positivity is critical because if you are negative or you set that tone, other people are going to feel it. If a leader is positive, they’re going to set that tone for their team, and if their team picks up on that positivity, that energy will trickle down through the organization.”



## Brooke Vreeman

NASHVILLE, TENNESSEE, USA

# THE Millennial

A go-getter and a jet-setter, Brooke Vreeman is a millennial unlike many others. After graduating from college, Brooke began a corporate job in Washington D.C. that had heart, but gave little life to Brooke and her dreams. She put much deliberation and thought into where she saw her life going and decided to pursue a master's degree. Not too long after, she packed her bags and headed to Arizona to begin her master's program, but once more, her dreams tugged at her, and she knew that there had to be something more fulfilling on the horizon.

Brooke had been introduced to dōTERRA by her parents who were active with their own dōTERRA business. Her experience with the oils opened her to their natural benefits and produced results that she had longed for. She says, "After that, all I wanted was to share the information with my friends and have them try what had worked for me." This experience resonated with her and gave her hope for a life that mirrored her passions and her dreams. Knowing that she could always come back to her master's program if need be, Brooke took a

leap of faith, put her masters on hold, and began her business while she waitressed on the side.

The more Brooke invested into her business, the more she loved it. It gave her the opportunity to work with people one-on-one, share the oils that she loved, and help others achieve their own dreams. Once Brooke reached Gold, she decided to take her business one step further, and she packed all her belongings into her car without re-signing a lease on her apartment and traveled the United States to build the business.

**"Most jobs out there are cutthroat and competitive. That's not the nature of dōTERRA, and that's something that I love. It's about helping everyone succeed and reach their goals."**

She says, "I am in multiple states per month, being with my team and my leaders. Where they have people, I go. Being able to sit down with them, look them in the eyes, answer their questions, and be there, available to help them with the oils, is huge for me."

Though Brooke is young, her team supports her just as she supports them, and they are learning from her just as she is learning from them. One of Brooke's key points of advice is to be open and teachable. She says, "Listen to people who have done it before you; they know how it works, and they have seen success. Don't try to recreate the wheel, just listen to them. Be teachable and be open."

Brooke has come a long way from her cubicle in Washington, D.C., and the journey has been harder, yet more fulfilling, than she could have ever imagined. Long before dōTERRA, Brooke's ultimate dream was to marry a wonderful man and raise a happy family, and while that dream is still there, her dōTERRA experience has opened her to more dreams and gratifying experiences. She says, "I'm looking forward to the day that God brings along the right man for me and he slips that diamond on my finger, but for now, I am more than content and so blessed to actually be a dōTERRA Diamond. I am living my life, growing myself, and preparing financially for my future dreams. It is one of the best things that I have ever done. My hope is to help other millennials see that they, too, can take care of themselves, be independent and successful, and have it all."

Results not typical. Average earnings are less. See dōTERRA Opportunity and Earnings Disclosure Summary on [doterra.com](https://www.doterra.com).



## SHARE WITH CARE

1

"You are representing the company in what you do, so go out each day and be happy and friendly, and strike up conversations with people. Be someone you would be drawn to, and then, share the oils with others."

2

"It is important to find out what people need support with and to help them have an experience with the oils. Being able to share those oils so that people can get an experience that brings relief, positive change, or something that benefits them makes the difference. It's when someone has that kind of experience with the oils that they never let them go and become lifelong dōTERRA oil users."

3

"When people get started with the oils and enroll, that's not the end, that's the beginning. It's great that they got started and chose to make dōTERRA a part of their lives, but that is when we really get to work. We need to help educate them, be available for them, and teach them how to use these oils and how the oils can benefit them and their families, co-workers, and loved ones."





**Suzy Martyn**  
Cypress, California, USA

## TAKE THE LEAP OF FAITH

“If you qualify, even if you have to stretch a little, go for it. There’s not a single decision you can make that will propel your business forward as much as Diamond Club.”

**In the beginning, Suzy Martyn wasn’t convinced that she was ready for Diamond Club.** She felt uncertain when it came to participating and doubted that it could be successful for her. But after hearing many people talk about their successes with Diamond Club and the difference it had on the growth of their businesses, Suzy took courage. She says, “I felt a tug and promise that there was something in it for me, so I took it one step at a time in faith.”

Suzy’s courageous step into Diamond Club opened her to a new level of adventure, excitement, challenge, and growth. She embraced the fun and prepared for the difficult times, making her journey unforgettable and successful. She says, “I expected it to be hard. I knew there would be discouraging moments. I wasn’t surprised when on some days I wanted to quit. I took those signs to mean I was doing something right and pressed on. My rule was that I could mourn a loss or hard moment but that I always stayed committed to focus on the good, the big picture, where the energy was, and to see challenges as opportunities to grow, change, and become better.”

As she put her rule into practice, Suzy found it easier to focus on what was most important—serving others. She says, “It was never my intention to win Diamond Club. My focus was to take a good look at my organization and figure out how to serve each person, each leg, each team, and each leader. I went where the energy was and poured myself into those areas. I helped crossline leaders and teams. I focused outside myself and constantly asked myself the questions, ‘Where am I needed, and where can I serve?’” This service-oriented mindset helped her see past difficult days and grounded her so that she could successfully build individuals and her team.

Since Suzy took that initial step, she has seen her organization wake up and roll into motion. Several of her builders emerged from her users, while her builders found partners to build with. She had 11 new builders surface during Diamond Club and had nine team rank advancements, bringing great hope and excitement to her team. She says, “No one ever feels totally ready for Diamond Club before they start. Don’t wait until you feel totally comfortable and sure about all the steps. Take the leap of faith. Go for it. You won’t be sorry.”

### Suzy’s Tips for Success:

1. “Have an abundance mentality. There are a plethora of people needing and wanting these oils and this business in their lives.”
2. “Involve family. Prepare samples, travel together, and plan a celebration at the end. Your family is a huge part of your Why, so they should be a part of the process.”
3. “Ask for help, and lend a hand.”
4. “Know the rules and deadlines, and keep good records.”
5. “Plan your meals, pack light, pack the car the night before, and hire help.”
6. “Communicate with your team weekly: plan, support, and celebrate along the way.”
7. “Think big picture, long-term, and outside-the-box, and never ever give up.”

**Marie-Kim Provencher**  
Quebec, Quebec, CA

## SPRINTING THROUGH THE FINISH LINE

“Diamond Club helped me become a leader who comes from a place of love. I found that when you are serving, success comes easily because your intentions are true, and people can feel it.”

### Marie-Kim’s Tips for Success:

1. “Start strong the first month, and LRP should be your focus.”
2. “Explain the points system to your frontline so they work with you. It will be helpful to them as they might do Diamond Club after you. Make them part of your success.”
3. “Don’t think about the money you are spending; it’s an investment.”
4. “Try not to focus on the Fast Start you are not making. Unilevel is much more important.”
5. “Give your all—soul and body.”

**Marie-Kim Provencher started Diamond Club with both feet running.** She knew that Diamond Club would be a great opportunity to increase momentum in her business and was ready to give it all she had. Though, momentum was not the only motivating factor pushing her to the finish line. By the time she started Diamond Club, Marie-Kim already had solid builders, but she hoped that her participation in Diamond Club would help solidify their teams as well. She made it her highest priority to serve her team as much as she could.

During her Diamond Club sprint, it became apparent to Marie-Kim that she was not on her journey alone but was surrounded by cheerful supporters on the sideline. She says, “My daughters were very supportive and would cheer me on saying, ‘You can do it, Mommy! People need you, and you can help them.’ My team and their spirit really made it possible for me. I can rely on them, and they are relentless, wonderful leaders who are all in. I felt so blessed.”

Even though the experience had many positive moments, Marie-Kim found that one of the

biggest challenges was staying focused on the finish line. Especially in the last month of Diamond Club, Marie-Kim was physically exhausted, but she decided that no matter how hard it got, she needed to keep going for herself and, most importantly, for her team. She says, “I felt I needed to show an example of never giving up, even in hard times. When you show that you are giving your all to your team and their success, you are serving them. So I kept my head up straight through the finish line. When you have a team who is watching you grow, don’t let them down. They’ll follow your steps.”

Though Marie-Kim experienced difficult moments during her journey, she felt that the long-term results far outweighed the short-term challenge. She says, “Diamond Club solidified my roots. It gave me the chance to work with a few levels under my frontline, and I got to know them and understand their Whys and their dreams. They inspired me so much. I felt I was helping them, and they were so open to everything I could say or do to help them. Without Diamond Club, I would probably have never met those wonderful people this way.”



Justin & Janelle Mueller

LINCOLN, NEBRASKA, USA

THE UNEXPECTED JOURNEY

Justin and Janelle Mueller were desperate to help their son who struggled with focusing. When Janelle's friend, Melissa, encouraged them to use dōTERRA essential oils, Janelle was extremely skeptical, but decided there was no harm in trying. Janelle and Justin began using InTune®, dōTERRA Serenity®, dōTERRA Balance®, Lavender, and Cedarwood on their son, and the impact was incredible.

Their initial doubt with essential oils started to fade the more they used

them, but regardless of their positive experiences, they had no intention or desire to build a business. Yet, one week after enrollment, Janelle enrolled someone, and six weeks later, she quit her job to pursue her dōTERRA business full-time. Janelle says, "I was working in a toxic environment before dōTERRA and was so unhappy, and Justin just wanted me out of there. He really stepped up at home in order for me to work my full-time job and dōTERRA. It was an exhausting six weeks, but I earned enough to feel confident about leaving."

Janelle's passion for entrepreneurship and previous career experience gave her the perfect foundation to create the momentum the business needed. She says, "I have owned my own business in the past, and that prepared me for having to take ownership of my successes and failures." Another stabilizing factor to the business is her husband and business partner, Justin. While Janelle takes the head role of the business and does mentoring, teaching, and enrolling, Justin networks, collects contacts, attends every event, and picks

up any slack, all while being active duty military. Justin says, "When we walked as Golds at convention in 2015, I forgot to take my backpack off, and I looked like an excited school boy. Everyone still teases me. Our Presidential Diamond, Matt Janssen, told me at our last convention, 'Don't ever stop carrying the backpack.' It really is a metaphor for carrying a different type of work load while Janelle is out there building our business."

Together, Justin and Janelle use their individual and collective abilities to build and sustain a Diamond team. Janelle says, "Our team knows that we are here for them and that we will go to bat for them. This has created such a sense of trust between us." Because of the trust and support that Janelle and Justin have given, they have attracted team members who work endlessly to be there for each other. Janelle says, "My team members are genuine friends. It is not unusual at all for them to help each other out at classes or to help mentor each other's downlines. When it is push time, we all roll up our sleeves and say, 'What needs to be done?' 'How can we help?' Reaching Diamond is just as much a pat on the back for them as it is for us."

Though their dōTERRA journey was unexpected, it has transformed many facets of Justin and Janelle's life. Janelle says, "Our life has changed so drastically. We are able to homeschool our son and pick up our daughter each day from school. The financial stability it has given us has allowed us to purchase in-town acreage like we've always wanted. We also have the ability to give more. We no longer look at the future with doubt. We look forward to it now, knowing that we will have the resources we need to fulfill our dreams."

MAKE EVENTS A SUCCESS

CUSTOMER APPRECIATION

"We try to hold a customer appreciation event quarterly. We make it open-house style, and each event has a theme. They come so excited to learn. They also always go home with something that shows them we care about them."

TEAM EFFORT

"Events are always free to our customers, so I ask all builders to chip in a bit with their time and resources. This creates a sense of pride for those builders, knowing they helped pull off a fantastic event."

HEART OF THE COMPANY

"Another thing we do at events is hold a raffle to benefit a local charity or the dōTERRA Healing Hands Foundation™. Customers pay three dollars a ticket, and builders donate oils and oil-related prizes. Our last raffle allowed us to donate over 150 pairs of men's socks to our local homeless shelter. This allows our customers to understand the heart of the company."



"Where else can you serve others so genuinely while making this kind of income?"





## Em Falconbridge

NEW HAMPSHIRE, USA

Em Falconbridge was running a women's retreat in Bali when she first heard of dōTERRA. Among the 12 women on the retreat, two of them brought dōTERRA essential oils. These two women generously began sharing their oils with the other women on the retreat, and soon enough, the other retreaters were lining up with their hands out, ready to receive them. During this time, Em had several positive experiences with the essential oils, and by the end of the trip, one of the original two women with oils, Liz Easton, gave Em some bottles to take home.

Em used these essential oils regularly when she got home, and she was blown away by how effective they were. She also had success with sharing with her friends and family, but had no idea about the business and didn't even have her own account.

A year and a half later, Liz came to visit Em with some good news—she had just discovered that there was a business connected with dōTERRA. Knowing that Em and her husband were struggling financially, Liz told Em about the business and they both decided to go for it.

Em started the business by renting a studio and teaching a class. She says, "When people came in, we all just sat barefoot on the ground, and I was passing all of my oils around, and everyone was loving it!" In fact, they loved it so much that they wanted to purchase them right there. Em says, "I suddenly realized I had no idea how to sell oils. I didn't even have an order form. I quickly called Liz and said, 'People want to buy! What do I do?' Several people enrolled with a big kit in that class, and before I knew it, I was Elite."

After Em's upline helped her get to an Elite retreat, she came home with a new vision for herself. She says, "I was so inspired to change our family's financial situation that I made a goal to become a Diamond in a year. After the retreat, I dove into building my business, and I haven't stopped going full-speed since." Em's team has grown extensively since then, and she has even branched outside of the United States to her home country of Australia to start an abundant business there among some of her best friends. Now, half of her team is in the United States and half in Australia.

Though Em's team is split between two countries, they have something unique that binds them together—oils and creativity. Em says, "Creativity is definitely one of my strengths and my leaders' strengths. We come from creative backgrounds where we're artists or makers, so we really think creatively and outside of the box to help support people on our team who are coming up with blocks." This fostering of creativity gives Em and her teammates a way to embrace their talents, have fun, and positively share essential oils with others.

On the surface, Em has been able to make and sustain deep and lasting relationships, use her gifts for creativity, and reconnect with Australia, but underneath it all, she has experienced much more than that. She says, "dōTERRA has changed my emotional well-being. I now have something that I just feel happy to go out and talk about. I have a huge tribe of people who need me and people in Bali that I can continue to help. This experience has brought my family closer together and has given us opportunities to do things that we couldn't do before. I'm excited for all that the future holds."

## CREATING ABUNDANCE IN BALI



# A GLOBAL REACH

"Everywhere I go, I just love to sprinkle oils. It creates light and happiness for me, because I just love sharing these oils with people."



**Before I began dōTERRA, one of my front-line leaders and I started a women's cooperative in Bali. We'd been running women's retreats there for several years with the purpose of giving local women the opportunity to make items that could be sold so that they could earn money. We would have them make bags and clothes, and I would go and sell them at craft fairs. This gave these women the opportunity to have a beautiful and happy way of earning an income from home.**

Once I started dōTERRA, we had them make bags and items that were useful for the oils. We've been able to create an abundant business for these women because now my whole team buys these bags in bulk to use them as gifts and incentives for their customers. It's created a great business for some very dear women in Bali.

We've also been bringing oils into the village there and helping them learn how to use them to manage their health. It is my hope to do more of this in their community. This has been a really big part of my journey with dōTERRA. I'm excited that alongside growing my business and changing my family situation, we can really do some great things for the local people in Bali.



## Vickie Dickson

SMITHS FALLS, ONTARIO, CA

# Freedom from the Storm

Vickie Dickson was in the middle of a divine storm. After complications closing her 13-year-old retail business, she and her husband were in deep and unexpected financial trouble. Meanwhile, Vickie continued to work at a local health food store while she was in school full-time to become a nutritionist, all while her children were still in post-secondary school. On top of that, her husband had been out of work for six weeks when his work truck died, leaving them with yet another difficulty.

In the midst of these trials, Vickie's friend—a Wellness Advocate—reached out to her with some samples of dōTERRA® and information about the business. The idea of starting a business on top of all that she had on her plate seemed crazy, so she continued to put the idea off. However, her friend continued to reach out to her until one night Vickie asked the question, "Do you think I could make my car payment with a dōTERRA business?" Her friend didn't make her any guarantees, but

believed it was doable. From then on, the dōTERRA business became Vickie's plan A, when there was no plan B.

Though Vickie's first attraction was with the business, she soon had many miraculous essential oil experiences that added a new level of conviction and excitement. She says, "Deep Blue® was my first big 'wow' experience with essential oils, but it was Vetiver that completely changed my life. The first night I used Vetiver, it helped me sleep better than I had in 20 years. That was the moment that I threw my heart and soul into the business."

Vickie began researching oils more and did her best to learn how to do classes and build her business with limited resources. After holding her first class, she began to watch YouTube videos on how to teach classes, and she started developing her business through trial and error. Because of her background as a nutritionist, teaching became one of her favorite aspects of the business as she was able to teach about the

quality of the oils and how they fit into a nutrition-based lifestyle.

Vickie's passion for nutrition and health is equally shared by those on her team. Uniquely, her team is made up of many nutritionists, registered massage therapists, chiropractors, aroma therapists, and healthcare enthusiasts that share Vickie's excitement for the oils and their natural benefits. This background has given her team a solid base of knowledge that helps when teaching others about essential oils.

Since her whirlwind beginning, Vickie has seen a significant change in life circumstances and has experienced more freedom than she has had with any other job. She says, "I love my life. I have time during the day, I have time in the evenings, and I can choose where I can spend my time. I work with a rich group of women that I would never have had without dōTERRA. I have a friendship with my enroller that I wouldn't change for anything. It's just so freeing."

"I have more freedom now than I have ever had in any job."

## TAKE ACTION

**CONSISTENCY.** "People don't want to see somebody trying this for a little while, and then trying that for a little while, and then trying something else for a little while. They want to know that you're consistent, and they want to know that you're authentic."

**SAMPLES.** "From the very beginning of my business, I've been giving out about 100 samples a month. I find this very effective. Of course, they only work if you follow up."

**STRUCTURE.** "I love for people to have a white board, and I like for people to draw out where they are going and not where they are. What I have them do is place their holes because when their structure is drawn out, they know where their holes are for their Power of 3 or for rank or for both. So I try to encourage them to always have that in front of them so that they see it in their sleep, and they know that those are the holes that they have to fill. That way, they don't get caught up in an emotional decision or in the busyness of life."



Missing from photo: Andrea & Matt Slate  
(Vickie's oldest daughter and her husband)



## Luz Maria Arguelles

MEXICO

**“dōTERRA fosters cooperation instead of competition, placing the spirit of service and sharing above everything.”**

# A Better World

**A**s a mother of two girls, Luz Maria Arguelles looked for natural ways to keep her home environment healthy and clean. Her search quickly ended when she came across Pao Herreman, a Wellness Advocate teaching the class “How to reduce toxic substances used in your home.” The topic and the oils immediately resonated with Luz Maria, and, as she says, “It was love at first sight.”

Luz Maria didn’t need to think long on the prospect of joining the business. She was convinced of the benefits of the business and the products since her first class. She says, “With my previous MLM experience, I was only convinced of the benefits of three of the dozens of products offered by that company, but when I found dōTERRA, I found that every product has, in one way or another, a positive impact on your wellbeing and daily life.”

The more experience that Luz Maria got in the business, the more she realized that her business was not only helping others to find healthy alternatives, but it was filling an ever-present void in our modern society. She says, “Whenever I look around, I find families and individuals looking for natural and healthy solutions to improve their wellbeing. Our modern society is full of options, but not many of them are good for our health, and



few are produced with social and environmental responsibility.” As a biologist, Luz Maria has seen from her studies that the properties of essential oils are a positive solution for this current issue, and this understanding gives her conviction in her purpose as a Wellness Advocate and motivates her to keep sharing.

While she is working hard, helping to better the world around her, Luz Maria has a strong support team behind her—her family. Her daughters and her husband are consistently there for her, and they even actively share the oils with those around them. Her husband has been crucial to her business development as he takes care of the girls when she is traveling or at Diamond Club and constantly believes in her. Her family is her unfailing inspiration.

Luz Maria’s experience has empowered her since the very beginning. She says, “In dōTERRA, I have found the right foundations to develop, grow, and express myself. It has changed many aspects of my life in the sense that I have found a great setting for doing what I love and what I believe is good for our society. I enjoy my work, and I know I am contributing to make a better world. Working with my friends is a privilege, and I am always meeting new people. I feel confident and satisfied with all the roads I have travelled. I am truly inspired to keep going.”

## THE DIAMOND WAY

**“Share dōTERRA from your heart.”**

**“Have confidence in the company and its essential oils.”**

**“Never underestimate any enrollee. There is a potential star in the least expected person.”**

**“Motivate your team by helping them remember that behind every effort must be their Why. When you are certain about your Why, nothing can stop you.”**

**“Create instant messaging groups to help with follow-up. Specialize each group with specific topics such as health, emotions, sports, pets, home-related topics, and business building.”**

**“Clarify your objectives, be perseverant, and be creative, and you will reach Diamond.”**





## ■ Thomas & Brooke Tazbaz

LOUISVILLE, KENTUCKY, USA

# The Family Business

**B**rooke Tazbaz was working as an emergency room nurse in Las Vegas when she invited a friend to teach an essential oils class at her house. Brooke knew little about the oils, but the more she learned, the more she wanted them in her home. For the most part, she used Lavender, DigestZen®, and Lemon.

Nearly six months after Brooke enrolled in dōTERRA, her husband, Thomas, who worked as an executive in the food and beverage industry, received a job transfer that relocated the family to Kentucky. After this change, Brooke and Thomas felt that she should not go back to the ER, but should stay at home with their two girls. Though it was good to spend more time with her daughters, Brooke missed the ER and the constant learning she experienced there. In an effort to continue her education, she began to educate herself on oils and couldn't believe what they could do.

Soon after Brooke and Thomas moved, word got around the neighborhood that Brooke was a nurse, and the phone calls from local moms started coming in. However, unlike the ER, many of the neighborhood children had less-extreme issues, for which Brooke would suggest essential oils. This response fostered

many questions about the oils, and, eventually, people wanted their own.

With so many families wanting to get or learn about dōTERRA oils, Brooke looked more seriously into the business, and realized that she would need help. Before moving to Kentucky, she had attended a couple of classes by Boyd Truman, and, not knowing much about ranks or if he was even in her upline, she decided to email him for advice. Brooke says, "A couple days later he gave me a call, and from that point on, we did weekly phone calls." With Boyd's help and a determination to figure out the business, her team began to expand, and they saw much success and growth.

Once Brooke hit Diamond, Thomas resigned from his job of 35 years to join her in the business. Though difficult to leave his passion in the food and beverage industry, his journey with dōTERRA has given him an opportunity to help further the business with his professional skills and to be an example and advocate for men interested in dōTERRA. Thomas says, "We found that many women wanted their husbands to be able to hear a male's perspective about dōTERRA, the opportunities, and how successful this could be for them, and that has been great for me."

But the family business doesn't stop there. Brooke and Thomas's oldest daughter, Marce, became a Wellness Advocate at 18, and is now sharing and teaching about the oils with her sorority. Thomas says, "She has learned so much from her mother and seen it work for herself that now she is helping her friends at college. It's amazing having a 19-year-old understand the business and the product." They are also proud of their youngest daughter, Harper, who, even though she is eight years old, is a Wellness Advocate in every way and is constantly using and sharing the oils with her friends.

Embracing the dōTERRA lifestyle has been a great blessing to the Tazbaz family, and they are enjoying the extra family, health, and time freedom that has come as a result of the business. Now, they continue to press forward to Blue Diamond to expand their reach of influence. Brooke says, "We want to be able to have unlimited funds so that we can help the most people and do the most good. Whether it's helping someone financially, giving someone a bag of groceries, or offering extra essential oils, we are working for the freedom to give fully."

"The oils intrigued me, and I just had to have them in my home."



### A LEADER...

**Makes education a priority.** "It's really important to be educated and to spend at least one hour every day reading about the different oils. Pick an oil and learn that oil inside and out throughout the week."—Brooke

**Holds one-on-one sessions.** "Brooke was most successful with the one-on-one sessions that she would have with people. The one-on-one sessions have helped us grow to where we are today."—Thomas

**Knows their Why.** "Ask yourself, 'Why am I doing this?' It sounds so simplistic, but really lay it out there and put it on a board so that your Why is right in your face where you work every day."—Thomas

**Responds back.** "As a leader, no matter who reaches out to you, you need to respond to them and support them. They could be your next Diamond leg. It doesn't matter where they are or frankly who enrolled them, if they're asking help from you, give them your time."—Brooke



# Teaching for

People are as different as fingerprints. Each individual has his or her own unique traits and features that make up who they are and how they respond to a variety of situations. One of those differences is how a person learns. When it comes to learning, there is no one-size-fits-all approach. Where some people learn best from hearing lectures, others learn better from hands-on experience.



## VISUAL LEARNER

Learns best by seeing information as it helps him or her visualize the connection between concepts.

### How to appeal to visual learners:

- Share a video from the dōTERRA® YouTube channel to help attendees learn more about essential oils.
- Prepare visually enlightening presentations with coordinating graphics, charts, and diagrams.
- Prepare an essential oil demonstration for attendees to watch and learn from.
- Create presentations, handouts, or graphics that are dynamic in color to appeal to a visual learner's strong sense of color.



## AUDITORY LEARNER

Learns best by hearing or speaking information out loud, allowing him or her to better remember and concentrate on information.

### How to appeal to auditory learners:

- Create dynamic presentations with your own voice. Use both soft and loud voices when appropriate to engage learners.
- Choose specific attendees to read aloud prepared quotes or information that you would like to have highlighted.
- Set aside time for attendees to share personal experiences or to ask or respond to questions. This will give auditory learners a chance to speak and reaffirm what they are hearing.
- Offer any returning attendees the opportunity to speak or teach about what they have learned previously.

# All Learners

Knowing how to cater to the needs of different learners is important and can be extremely beneficial when speaking at events or teaching in classes. Take some time to get educated on some of the most common types of learning, and find out how you can adjust your teaching approach for upcoming meetings. The more you naturally introduce a variety of learning methods into your business, the more likely you are to attract and resonate with a greater number of individuals.



## READING/WRITING LEARNER

Learns best when reading and writing as it helps him or her absorb and internalize information.

### How to appeal to reading/writing learners:

- Prepare a presentation with basic points, quotes, or important information so that it can be clearly read by attendees.
- Have attendees take a homemade quiz where they can write down answers to questions.

Examples of quiz questions:

Are you looking for non-toxic cleaners to use in your home?

Yes.

What do you know about essential oils?

They are obtained from plants and are potent.

- Give your attendees a pen and paper to write notes on when they arrive.
- Pass out handouts with a written description of your favorite essential oils and how they can be used at home.



## KINESTHETIC LEARNER

Learns best by doing; including touching, moving, experimenting, and acting on information.

### How to appeal to kinesthetic learners:

- Pass out a yummy essential oil recipe that they can make at home. If you would like, have some samples of the recipe ready so that they can taste it and feel excited about making it at home.
- Have your class participate in making an essential oil DIY. (For DIY ideas, visit: [dotterra.com/US/en/blog-products](http://dotterra.com/US/en/blog-products))
- Pass around a bottle of essential oils in class. Have attendees smell the oil while taking slow and steady breaths. If the oil can be applied topically, have each attendee place a drop on their skin.
- Give samples of product to attendees so that they can apply and experience the effect of the essential oils in their everyday lives.





“Stay focused on the dream that you have and why you started. Maybe you have to start with baby goals at first, but finish each goal and create new ones.”

NEW dōTERRA DIAMOND

Jen Broas

MISSION VIEJO, CALIFORNIA, USA

## FOR THE Family

Eight months pregnant with her second child, Jen Broas was researching the best essential oils for birthing. With her first pregnancy, she used some essential oils during labor and was hoping to find more information on essential oils to support her in her upcoming birth. During this process, she was invited to an essential oils class and accepted the invitation. She says, “I walked into the class with all of my research papers, and I knew exactly what oils I needed for what, but as I sat there and listened, I realized, ‘Wow, you can use these oils for a lot more than I thought you could.’” A couple days later, Jen enrolled.

Jen had been working in the corporate world of finance for 10 years prior to dōTERRA, but had a growing desire to leave her job and be home with her children. Her resolve to get out of her job helped her pursue the business more seriously. She says, “After I had my son, I started learning about the business and enrolling people. It became a passion of mine because I wanted to help people, and I loved the oils so much. When it turned into

a business for me, I started seeing the income, and I just decided to go all-in.”

Though Jen had the determination and desire to hit Diamond and leave her job, she worked both her dōTERRA business and corporate job for several years. This path was challenging, but the hope of greater family freedom inspired her to press through the struggles that accompanied each rank. But through the difficulties and payouts, she was supported by her greatest fan club—her family.

When Jen decided to go to Diamond Club for her first time, her husband made several sacrifices so that Jen could pursue her dōTERRA vision. Jen’s first experience with Diamond Club helped her go from Gold to Platinum. She says, “Diamond Club was definitely the driving point behind my rank advancement and was huge to me.” After such a positive experience with Diamond Club, she decided to go again, and once more, her husband was there to faithfully support her. She says, “I know that was taxing on him and my family, but through it all, he has never stopped supporting me.”

Jen has now reached her goal of staying at home with her children and loves every minute of her family freedom. As a family, they can do more together, and Jen loves to include her family in her business wherever she can. She says, “My children are dōTERRA children. They take oils to school, and they use them all of the time. We live a dōTERRA life, and I love the fact that it’s great for our whole family. My 6-year-old daughter and I are even getting ready to do classes together to tell other mommies how she uses her oils.”

Now that Jen is home with her family, she is working toward new goals of travel freedom, financial freedom, and making sure their children maintain their quality education through high school. Her dōTERRA experience has given her a new perspective on what she can accomplish, and she continues to press forward and show others that are feeling stuck that there is always a way into something greater. Jen says, “Though getting to the position of Diamond was work, the freedom that it has given me and my family has been more than I could have asked for.”

### MAKE THE MOST OF YOUR FOLLOW-UPS

#### DON’T STOP.

“Never stop following up with people unless they say no. Follow-ups are really just staying in touch with the needs of the people you’ve sampled, staying in touch with the needs of the people around you, and then nurturing those relationships.”

#### BE NATURAL.

“Sometimes you don’t want to follow up with them and talk about dōTERRA. Sometimes you want to follow up with them and ask about how their month is going. That, to me, is keeping in contact with everybody.”

#### MAKE A SPREADSHEET.

“I maintain all of my follow-ups on a spreadsheet so that I know who I talk to, when I talk to them, how often I talk to them, and who is still in my pipeline. I add and take away from it all of the time. That way I can track how I’m keeping up with people.”



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



## Mark & Lindsey Elliott

FRANKLIN, TENNESSEE, USA

# Balance and Blessings

When Mark and Lindsey Elliott saw Mark's brother and his wife using dōTERRA essential oils on their children, they were instantly intrigued. Mark and Lindsey had been trying to live a healthier, more natural lifestyle, and they felt that essential oils were just the product to help them in their endeavor. Soon after learning of dōTERRA, Lindsey attended her first essential oils class and was amazed with the information that she heard and the testimonials that were shared. Lindsey got a good research book about essential oils a couple months later and began to see the true value of the oils for herself.

For the first year of enrollment, Lindsey would share the oils with her friends and family casually, but didn't know much about the business opportunity associated with dōTERRA. It wasn't until she went to a class taught by some Wellness Advocates from Ohio, her future upline, that she was fully introduced to the business. Lindsey says, "We saw that sharing came pretty naturally for us, and we made the

decision to be intentional in how we shared and how we built our business so that it could be something that also provided financial benefit."

As parents of five children under the age of eight, adding the business into their life required hard work and sacrifice to create the right balance, but they were excited by the opportunities ahead of them. Though Mark was working full-time, he would come home and watch the children and do at-home work so that Lindsey could teach classes and focus on dōTERRA, and in between homeschooling their children, Lindsey would use daily quiet time hours to diligently build the business. They enjoyed the blessings that came from their hard work and loved being able to share a product they believed in, but through it all, they never sacrificed what was most important to them—family.

Lindsey says, "We feel like God has made it very clear to us that I'm a mom first. He's given us our beautiful children, so that's definitely our first priority. The

reason that we love dōTERRA and the reason that we want it to work is because of the time freedom it offers us as a family." Because of the increased time-freedom Lindsey and Mark experienced through the business, Lindsey wanted to connect and share with other moms so that they could experience the same liberties. Now, Lindsey and Mark's team is mainly composed of moms who are seizing the business opportunity and inspiring families.

When Mark and Lindsey started the business, their motivation was to share the oils so that their family and families around them could experience the power of essential oils. Now that they have seen this come to fruition, their dreams have expanded, and they are working toward an early retirement for Mark and looking forward to going on missions as a family. Lindsey says, "dōTERRA has given us the ability to dream again. We felt like we lost the ability to say, 'These are the things we want in life,' and we didn't see those dreams as possibilities. But now we do."

## TIPS FOR DIAMOND SUCCESS

**HAVE A WHY.** "We emphasize that everyone has a Why along with other goals because there are going to be hard days ahead, days where you don't want to do this. Having that Why and those goals will push you to continue on even when you don't feel like it."

**STICK WITH THE BASICS.** "Always have classes and always continue to share. If you stop doing that, you are going to take a step back."

**GET EDUCATED.** "dōTERRA has so many resources out there. I used all the resources that dōTERRA offered in terms of building and sharing. Consistently learning and growing in the knowledge of the product and business will work to your benefit."

**WORK WITH YOUR TEAM.** "Once you are past the level of Elite, make sure that your builders' goals line up with your goals. Make sure that you don't get too caught up in what you want and how to pull your leaders with you. Look toward them and see what is important to them and meet them where they are; otherwise, it gets really frustrating and you get burnt out."

**HAVE FUN.** "Have fun with your business. Sometime you just need to take a step back from it all and remember why you joined dōTERRA."

"dōTERRA has allowed us to dream again."





## Don & Cindy Brown

BELLINGHAM, WASHINGTON, USA



# THE HEALING POWER OF BELIEF

**“I knew that if I totally committed and became teachable and coachable, I’d be able to hit Diamond and beyond.”**

Cindy Brown’s nephew, Matthew Hall, asked her if she had heard about essential oils. Her response was an enthusiastic, “Yes, I love essential oils!” Cindy’s excitement stemmed from her experience with two oils that she had used on her family for almost 20 years. When her nephew handed her an open bottle of Peppermint oil from dōTERRA, her airways cleared, her senses came alive, and she knew that there was something extraordinary about the oil.

Cindy loved using dōTERRA essential oils and was fully on board with the business aspect of sharing. However, as a person who puts a lot on her plate, it was six months before she enrolled, and then another six months before she held her first essential oils class. Cindy’s sister-in-law, Suzanne, became her mentor. When Cindy began sharing, fears came up. Suzanne would say, “Take courage, Cindy, take courage.” Cindy learned the power of shifting her beliefs and perceptions.

Because of Cindy’s growth during those formative months, she began to experience a profound life change. She says, “When you feel like someone has your back, you have the courage to grow, and doing things that would ordinarily be impossible, become possible.”

The driving motivation in her business is to believe in others so that they too

can achieve their dreams. Cindy says, “It is my heart’s mission to help those who don’t believe in themselves yet. If they’re wanting to have a more fulfilled life, and they’re willing to do the personal work to shift their mindset and ‘take courage’ to change, I want to invest in them.”

Another of Cindy’s motivating beliefs is service. She says, “With dōTERRA, I wake up every day and strive to become a strong servant leader. I ask myself the question, ‘Who can I serve today?’ I seek out people who are searching for wellness.” Cindy’s ability to put others before herself allows her to feel a greater connection to her work, and gives her the perspective to genuinely look for the needs of others.

Having worked for 15 years as a professional photographer while raising a large family of her own, Cindy appreciated the full vision of dōTERRA. She was keenly aware of the hours and challenges that it took to build and maintain a successful photography business while tending to the needs of her family. At 51, she never thought she would be looking at another career until she began to share the oils. She soon realized that this was an opportunity to bring others financial health as well as physical and emotional health. She says, “I honestly believe dōTERRA’s direct sales plan is inspired. It helps us become the

best version of ourselves. It compels us to help everyone around us become successful in every aspect of their lives.”

Cindy’s husband, Don, has been a strong believer in her. He encourages her on the journey, and he contributes to the success of their business. Cindy says, “My husband has recently joined in, helping me strategize the business building. He helps many people reach their Power of 3 bonus. It is wonderful to have his full support and an extra set of eyes to catch the details. The day we can retire Don from his job, which demands a lot of travel and time away from home, is on the horizon, and it is just a part of the impetus for continuing to move forward.”

Cindy’s path to Diamond opened her to a great self-discovery that extends past the physical rewards. She says, “Building dōTERRA allowed me to face my own fears, take courage, and overcome many of my personal weaknesses. I knew that if I totally committed and became teachable and coachable, I’d be able to hit Diamond and beyond. I have already become a much better version of myself. I love the people around me with a much greater depth. Apart from my family, there is truly nothing greater in my life than what dōTERRA has given me. It has allowed an opening of self-discovery and empowerment that I want every person to be able to experience.”

## VISION AND ACTION

**MINDSET.** “Belief is everything. If any of your beliefs aren’t serving you, ask yourself, ‘Am I willing to see this differently?’ Search for a new perspective that empowers you.”

**SKILL SET.** “Prepare, invite, present, enroll, support, and repeat. Take action daily, and duplicate the process with fellow builders. Use the tools readily available to you—it’s absolutely key.”

**TOOL SET.** “Use every detail of the Live, Share, Build guides that dōTERRA provides. Learn to see through others’ eyes, meet them where they’re at, and grow from there.”

**LAUNCH.** “Make the decision to succeed, and then, take action. Stay close to your mentor. Stay close to the fire, and you’ll remain ignited and refueled.”



“I think the world genuinely wants to rally behind those who have the courage to try and make a difference.”

## Jerry & Kim Camuso

LIVERMORE, CALIFORNIA, USA

# THE BEST VERSION OF MYSELF

Kim Camuso kept hearing about dōTERRA essential oils from other moms in her friend group. The oils appealed to Kim who was already a holistic-minded individual and a massage therapist; however, she had no desire to start a membership. Instead, she began trading massages for Frankincense with one of her clients.

Before Kim started using essential oils, she would go to great lengths to create a holistic lifestyle for her and her family. But when dōTERRA came into the picture, she felt a burden lifted. She says, “dōTERRA was really straight forward, and the education and information from the company really simplified how we took care of our family.” This information also opened her to the importance of purity and quality and raised her confidence in using the oils with her children and in her massage therapy practice.

Despite her success with the oils, she resisted joining the business, but her heart for helping others ultimately urged her down the dōTERRA path. She says, “The business was never something I thought that I would do, but when you start to get these oils into your hands, and they start to support you in all of these different ways, you can’t help but share with others.”



Another part of her motivation to share stemmed from thinking about her children's generation and their lack of natural health opportunities. In a world that is getting further from holistic care, Kim wanted to share the oils so that generations to come could have something to rely on to manage their health naturally.

Now, Kim is fully invested in the business and shares the oils with anyone and everyone. Kim's vision is also upheld by her husband, Jerry, who has been a constant support throughout her dōTERRA experience and is now working full-time in the business with her. Jerry says, “It has been an absolute privilege and honor joining my wife in this business. Not only do I genuinely believe in the products, but this experience has brought us even closer as a couple.”

Jerry and Kim live their lives in a way that is true and unique to them, and they focus on helping a variety of people embrace themselves and the oils that have made such a difference to them. Kim says, “We have a really colorful lifestyle, and it's been rewarding to be able to reach many people who didn't have a lot of exposure to essential oils or who didn't think that they were deserving of this way of living. We're working really hard to break the mold and bring as many socio-economic classes, as many cultures, and as many different types of people to the benefits of natural wellness.” The people they have reached out to over time have come together to form a strong team of individuals who are willing to use their strengths to better the world and support one another. Kim says, “I am most proud of my team, and even though we are at this rank, I truly believe that I am not a Diamond, but that I have a Diamond team.”

Since joining dōTERRA, Jerry and Kim have seen great growth in those they share oils with, their team, and especially themselves. Kim says, “I am financially contributing to my family. I have amazing friends who care about helping others as much as I do. I'm stepping into a realm that I've always been really passionate about. I just feel like I'm closer to the best version of myself than I've ever been.”



“Pursuing this business gives you happiness in the beginning and end of every day because you know that the work you're doing is something that is going to impact the world for the better.”

## THE PERSON YOU'LL BECOME

**1 STRONG.** “Nobody tells you when you start sharing dōTERRA that it is a catalyst that can bring you to your true calling. All of the sudden, you're not just using essential oils, but you're becoming a better person. You're more loving, you're more accountable, you're more trustworthy, and you begin to let go of the things that don't serve you anymore for a higher purpose.”

**2 SUPPORTED.** “If you can show up as yourself every day and take action, then you will connect with people who want to see you succeed.”

**3 BRAVE.** “A big part of building is being brave enough to start, stick with it, hang in there when it gets hard, and show up authentically every day.”



Anne Calhoun

CALEDONIA, MICHIGAN, USA

# MAKING DREAMS

“No matter what your strength is, no matter what your personality is, you have to get oils on people. You have to open the bottle.”

When Anne Calhoun's best friend, Elizabeth Jeffery, came to visit for the summer, she brought her dōTERRA essential oils with her. Elizabeth eagerly shared the oils with Anne and gave her an AromaTouch® Technique. Anne says, “I thought they were nice, but being an ICU nurse, I had no interest in therapeutic oils.” But out of support for Elizabeth, Anne signed up with dōTERRA, and her oils went right into the closet when she got them.

A year later, after many follow-ups, Elizabeth reached out to Anne asking if she would host a class. Once again, Anne said yes, not because she was interested in the oils, but because she wanted to support her friend. Up to that point, Anne had only used one oil on her son, and it proved to work, but it still wasn't a strong enough motivation to do the business. When Anne finally hosted the class, the outcome was shocking—she enrolled 16 people.

Many of the enrollees and attendees in that class were so excited about the oils that they wanted to bring their friends

and family to Anne's next class, and Anne's silent response was, “Next class? I wasn't planning on a next class.” But after consulting with her husband and asking a few family members to join her, Anne started teaching one class a week.

Anne began to love her classes because she could use her talent for teaching, and it challenged her. She started researching essential oils, listening to podcasts, and figuring out the business—quickly climbing up to the rank of Silver. But it wasn't until Leadership that she was fully on board with the business. Anne says, “My upline offered to pay my lodging if I would go to Leadership, and if they hadn't done that, I probably wouldn't be a Diamond today. I went to Leadership thinking it was going to be one big hoax with a bunch of weird people, but Leadership showed me that what I was doing was noteworthy, and I loved everyone from the minute I got off the plane. These were my people.”

This experience inspired Anne and her husband to reevaluate their business plan, and from then on, Anne was

teaching multiple classes a week. Now, Anne has created a strong team, and her frontline leaders live within 10 miles of her, giving her team the freedom to collaborate and work together often.

Anne and her team's success have opened many doors for Anne and her husband that they once believed were locked. Before they started dōTERRA, they didn't focus on dreams because they didn't want to set themselves up for disappointment, but now, they have broken that mold, created dreams, and achieved them. Her husband even left his full-time job to be an entrepreneur and own a business, something that he has always wanted to do.

With so many exciting changes and blessings, Anne is hopeful for all that the future holds. Anne says, “We now have dreams, and I want to take what we've been given and help other people have dreams too. Instead of just surviving life, we are creating our lives. It's beyond what I ever thought would happen.”

## DIAMOND ADVICE

### CATER TO THE INDIVIDUAL.

“Try to individualize each person's oil journey. Just like we have different personalities, we all learn differently. We should teach in a way that will connect with the individual.”

### HAVE AN ANSWER.

“Always have an answer that will politely, yet boldly explain that essential oils are a part of your life so that it is easy for you to talk to people about the oils.”

### FOCUS ON YOUR STRENGTHS.

“Part of personal development is learning more about yourself. The more you know about yourself, the more secure you are, and the more you realize what your strengths and weaknesses are. The more you're aware of your strengths, the more you can function with your strengths.”





# Personal Growth Comes before Business Growth

BY BROOKE ELIA, RIVERSIDE, CALIFORNIA, USA

## Getting Started

Three years ago, I began my dōTERRA journey as a wholesale customer like most who embark on this path. I had been searching for a few years for a more natural way to assist the health needs of my daughter and myself. As a result, a good friend introduced me to dōTERRA. When I began using the products in my home and witnessing our health improve, I couldn't help but share with my friends and family.

As a full-time attorney and the owner of a law firm, I didn't have as much time as I would like to share dōTERRA with those close to me, so I created the blog HippieLawyerMom.com. It was there that I would post my family's essential oil testimonials for others to see. The more I learned about the company and its products, the more I wished I had known about them sooner. After winning a trip to convention and being completely inspired by the company and their global cause, I decided to pursue a second business with dōTERRA. I knew as a mom of two, a business owner, and wife, it was not going to be easy. I would have to make sacrifices, but to me, it was worth it. Sharing dōTERRA became a passion of mine.

## Working Together

I spent nights and weekends teaching classes and doing one-on-ones; meanwhile, my husband held down our home. I spent the first year going way outside my comfort zone and mastering the basics: sharing, teaching (believe it or not, even as an attorney I was petrified to teach a class), enrolling, and supporting. I had heard many times that consistency was key, so I continued during the good times and hard times.

Owning a successful business led me to the belief that building dōTERRA would be a cinch, and boy was I wrong. I was accustomed to running a business where I made all the decisions, and I controlled the pace of growth. My law firm was in complete contrast to my dōTERRA business. I could enroll as many people as I wanted and teach as many classes as I could book, but I didn't have control over the growth of my leaders. It was after being at Silver rank for much longer than I had liked or planned that I realized I couldn't build dōTERRA alone. I needed a team, and not

just any team. I needed a team that worked together, supported one another, and cheered one another on. I needed to be a leader, not just a builder.

## Becoming a Leader

It was time for me to look at myself and decide what kind of leader I wanted to be. What type of leader do I want to duplicate? What type of leader does my team need? How do I build a community of support, education, and encouragement? I spent a lot of my free time (which just means driving to and from court houses) listening to one personal development book/webinar/interview after another. I knew, if I wanted my business to grow, I needed to grow. I came across an audio from Zig Ziglar that talked about three steps we needed to take to be successful. I love practical steps. Tell me how, and I will do it.

First we need to "be," then "do," to "have." We all start with end goals: however, to get there, we first need to work on ourselves. We need to "be" the person who gets the end goal. For me, I needed to be a leader at my desired rank.

The "doing" was putting words into action—I needed to be patient and work with my leaders where they were and not where I wanted them to be. I needed to continue to support and encourage, even when I didn't make my goals, even when times were tough, or even when my plan wasn't working as designed. I needed to lead by example. I needed to create a community that fostered all of these qualities.

The last step was to "have." After spending a few months dialing back, mentoring my leaders weekly, developing daily personal goals, and participating in a session of Diamond Club, we, as a team, reached our next rank goals, and we were solid. This goal meant so much more to me, not because it was higher, but because we did it as a team. As I grow with dōTERRA, I love watching my leaders hit their goals over my own. Pushing them outside their comfort zones, believing in them when they don't believe in themselves, and working side-by-side has helped me become the leader I wanted to be and create a team that works together. Both have been such blessings to me. 💧

## MY QUICK TIPS FOR SUCCESS:

### 1 Love your leaders.

"Know that each of them is different. Help them where they are, learn their strengths and weaknesses, and don't give up on them."

### 2 Love your community and your customers.

"Foster a community of education and support. Reach out occasionally without wanting them to purchase from you. Make customer service a habit, and duplicate it with your team."

### 3 Be consistent.

"If you are hot and cold, your business will suffer, and your leaders will either lose steam or they won't view you as a trusted leader."

### 4 Lead by example.

"Remember your actions and in-actions are being watched by those on your team and those on the sideline. If you want to be viewed as a leader who is going somewhere, act like one. Never stop doing daily business actions: never stop teaching, never stop enrolling, never stop learning."

### 5 Continue growing.

"Personal development isn't negotiable. A stale business can be a reflection of a stale person. Work personal development into your daily routine. Seek out resources that encourage and motivate you in your business."





# dōTERRA® WELLNESS ADVOCATE *Recognition*

## DOUBLE PRESIDENTIAL DIAMONDS

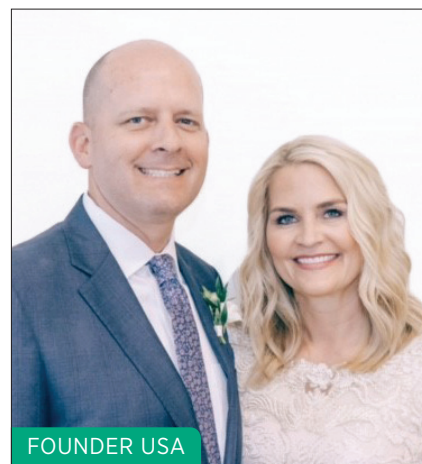


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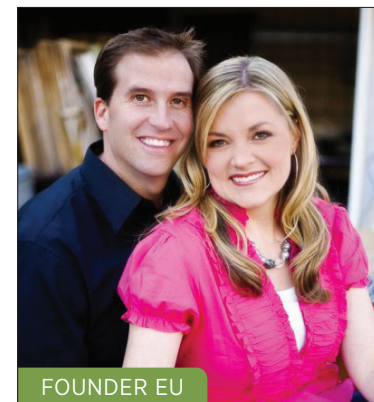
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KAI HSUN KUO & PEI LING SU



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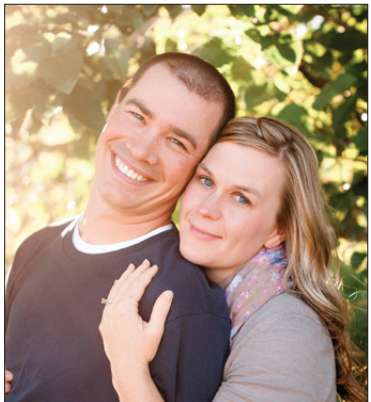
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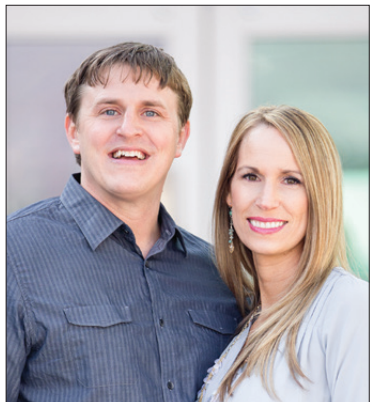
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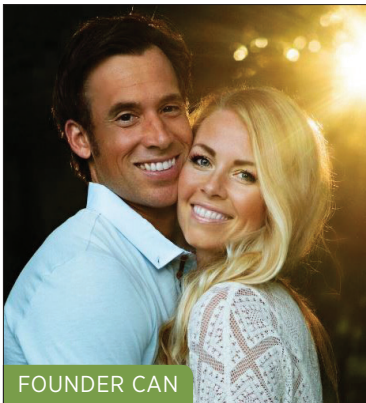
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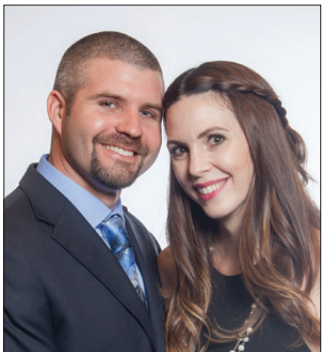
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JEFF & KATIE GLASGOW



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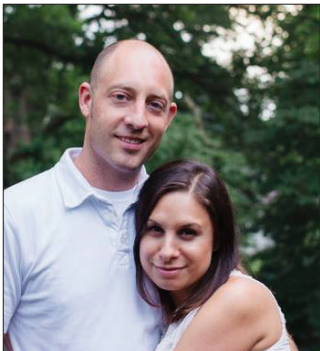


JUI CHANG JUAN &  
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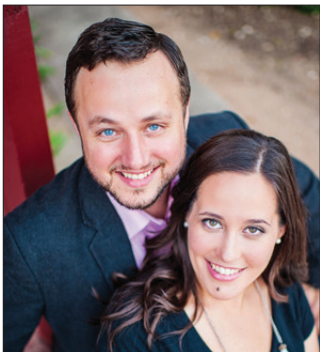
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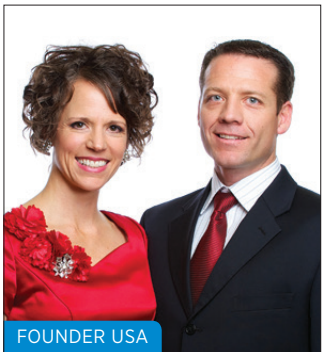
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JON & DUQUESA LAMERS



JUSTIN & TAHNA LEE



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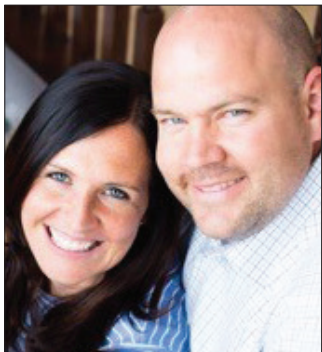
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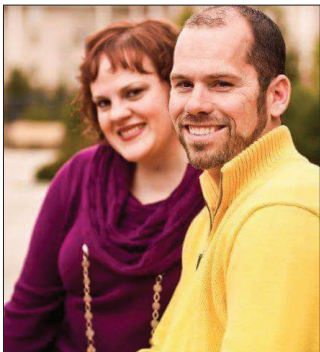
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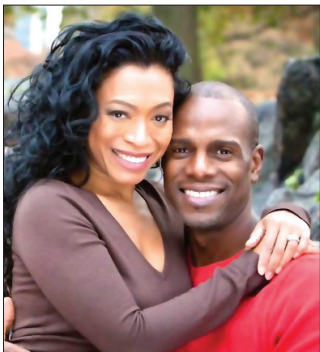
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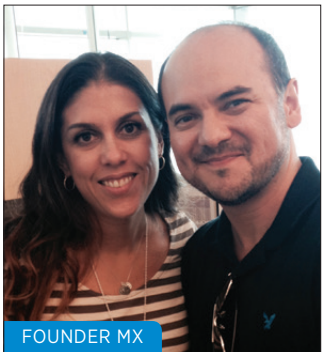
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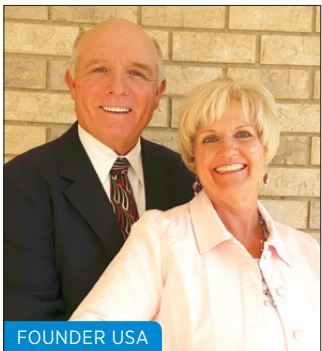
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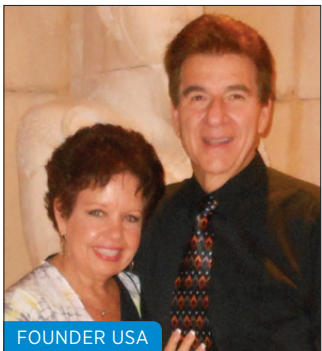
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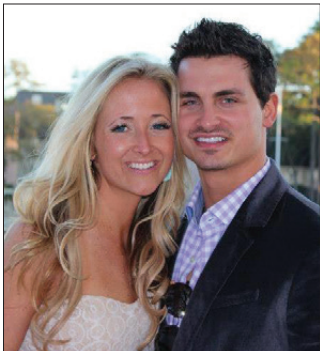
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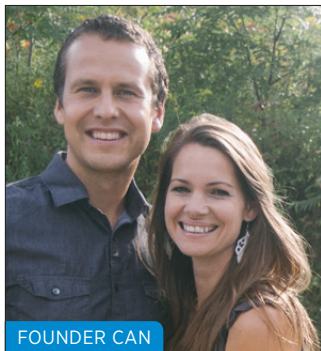
JAMES & CHELSEA STEVENS



DR. JEFF STYBA



ZHONG SUN & FUCHUN XI



BRAD & DAWNA TOEWS



BETTY TORRES-FORBORD



MATT & ALICIA TRIPLETT



FUMIKA UCHIDA

BLUE DIAMONDS



MARK & LORI VAAS



SHANE & KRISTIN VAN WEY



MICHAEL & SARAH VANSTEENKISTE



JOEL & SHERRI VREEMAN



CHARLES & HELEN WANG



WENDY WANG



JOHN & KALLI WILSON



JARED & SHEREE WINGER



DANIEL & AMY WONG



EDWARD & LINDA YE



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



DR. JOHN & JENNIFER ACCOMANDO



KATIE ADAMS



LORENA ALVARADO MORALES



NEAL & ERIN ANDERSON



CLAUDIO & JANA E ARANCIBIA



LUZ MARÍA ARGUELLES



ANA LEDA ARIAS & CARLOS PANIAGUA



KAZUYUKI ASAKAWA



JIMMY & ANGELA ATKIN



KAREN ATKINS



PETAH-JANE AUCKLAND-HALL & URA AUCKLAND



NATE & KELLY BAILEY



PERLA BALDEMAR & JORGE TENORIO



BEN & JADE BALDEN



RICK & HAYLEY BAMMESBERGER



MACKENZIE BANTA



ERIC & BECKY BARNEY



JEFF & TAMARAH BARTMESS



MONIKA BATKOVA & MARTINA VALNICKOVA



JEREMY & CARLY BAUTISTA

DIAMONDS



LISA BEARINGER



YOHAN & LAURA BEGHEIN



DANIEL & CRISTINA BENITEZ



JUDY BENJAMIN



JOY BERNSTEIN



KEN & WENDY BERRY



MARIE & HARLAN BERWALD



NATALIE BLACKBURNE



ERIN BLOTT



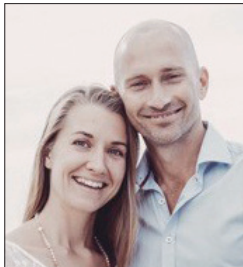
JAMIE BOAGLIO



JON & KENDRA BODINE



LOURDES BORNACINI



STACEY BORSERIO & ZACHARIAH AURELIUS



MICHAEL & MICHELLE BOWLES



NATHAN & REBECCA BOWLES



DR. JAMIE & CHRISTINA BOYER



JENNIFER BRADY



MELODY BRANDON



JASON & KAMILLE BREUER



RACHELL BRINKERHOFF



JEN BROAS



DR. ALICIA BROOKS



PETER BROOSTROM & JULIETTE FINCH



ELENA BROWER



ADAM & CAREY BROWN



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DIAMONDS



DON & CINDY BROWN



PATRICK & KATHRYN BROWN



RUSS & CHAR BROWN



STEVE & BRENDA BROWN



BEN & CAMI BUCHTA



FOUNDER CAN  
SUSAN & DAN BURSIC



JARED & REBECCA BURT



ERIKA BUTLER & RICK HENRARD



CLAUDIA CALDERON



ANNE CALHOUN



KIM & JERRY CAMUSO



BRADY & MICHELLE CANNON



TRAVIS & JESSICA CARPENTER



BEN & ADABELLE CARSON



JONATHAN & AMY CARVER



DOUG & RACHELLE CASTOR



KUI FEN CHANG



FOUNDER TWN  
SHUANG SHUANG CHANG



FOUNDER TWN  
CHIU SHIANG CHEN



SHUFEN CHEN & CHIALING CHANG

DIAMONDS



FOUNDER TWN  
WEI-FANG CHEN



FOUNDER JPN  
ETSUKO & RICK CHIDESTER



CHIH HSUN CHIEN & SU JU HUNG



FOUNDER USA  
GREG & MARTI CHRISTENSEN



DAPHNE & DARRIN CLARK



DARRYL & ANNIE CLARK



MARC & ROMI CLARK



MIKE & RACHELLE CLEARY



ANDREW & SHANNON CLOUGH



FOUNDER CAN  
ALLISON COCHRAN



BRETT & FARRAH COLLVER



CAROL COLVIN



JOAN COON



RICHARD & ELIZABETH COPELAND



FOUNDER EU  
ADAM COPP & ROSIE GREANEY



KENT & STEPHANIE CRANE



JOHN CROFT & NOEL BLANCHARD



KARLEL CROWLEY & STUART DIXON



DANIELLE DANIEL



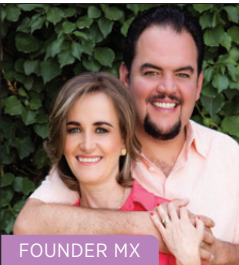
VICTOR & AMANDA DARQUEA



MIKE & LORI DAVIS



FOUNDER MX  
LIZETH BALDEMAR DE ARRAS



FOUNDER MX  
SOFÍA LÓPEZ DE LARA & RODRIGO ALADRO



DR. MARK & KRISTI DEBRINCAT



VICKIE DICKSON



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DIAMONDS



MEGAN DILMORE



JEREMY & HOLLY  
DIXON



CURT & TONIA  
DOUSSETT



ROGER &  
EMMANUELLE DUCE



DAVE & LIZ EATON



MARK & LINDSEY  
ELLIOTT



ROSALIE ELLIOTT



DENNY & MARY  
ENGLERT



JOEL & FAY EPPS



DR. MELISSA & EVAN  
ESGUERRA



PAOLA & SILVANO  
ESPINDOLA



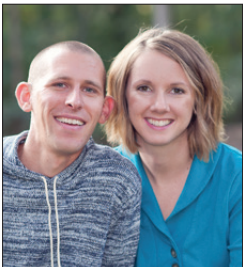
HEATHER & PAUL  
ESSLINGER



CAROL LÓEZ & LUIS  
ESTÉVEZ



ROLANDO & JESSICA  
ESTRADA



FORREST & LESLIE  
EXLEY



EM FALCONBRIDGE



DAMIAN & JENNA  
FANTE



LEONIE  
FEATHERSTONE



CHRISTY & ANDREW  
FECHSNER



KNUT & CHRISTY  
FEIKER

DIAMONDS



DANA FELDMEIER



DANIEL & MICHELE  
FENDELL



DR. ROBERT & KIYLA  
FENELL



YUWEI FENG &  
CHANGPU YU



DALE & TONYA  
FERGUSON



CATE FIERRO



BARRETT & CARA  
FINES



HAYLEY FLEMING



SAMSON & LETICIA  
FOLAU



MEGAN FRASHESKI



AARON & WENDY  
FRAZIER



ARIN & GABRIEL  
FUGATE



KAORI FUJIO



CHIHO FUJIWARA



LESLIE & ROGER GAIL



GINO & AMANDA  
GARIBAY



DAVID & CRYSTAL  
GARVIN



MICHELLE GAY



ALLISON GERRY



ALESSIO & WENDY  
GIANNUZZI



BRANDON & LINDSEY  
GIFFORD



REBECCA & BRIAN  
GILLESPIE



CRAIG & LYNN GINES



BRAD & TOBI GIROUX



THOMAS & AMY  
GLENN



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DIAMONDS



TESS GODFREY



JAY & DEBBIE GORDON



DR. ANDREW & RUTH GOUGH



ADAM & LEAH GRAHAM



MICAH & KRISTA GRANT



LYN & PETER GUERIN



CURT & CAROL ANN GUEST



KATE HAGEN



TASHA & NATHAN HAKEEM



KIRK & JENNIFER HAMILTON



LINDSAY & CRAIG HAMM



CLIFF & PJ HANKS



KARA HANKS



DR. SANDRA HANNA



GIADA HANSEN



EMILY HANSON



MARTY & JIM HARGER



AISHA HARLEY



NATALIE HARRIS



RYAN & JENYCE HARRIS

DIAMONDS



GARTH & JULIE HASLEM



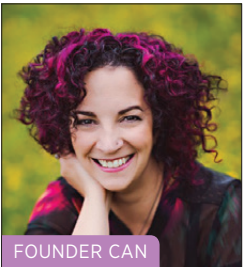
SCOTT & SHYANNE HATHAWAY



ALLISON HAYS



JENNIFER HEATH



FOUNDER CAN  
DR. MARISSA HEISEL



PAUL & TERI HELMS



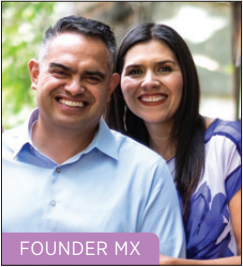
SUSAN HELZERMAN



FOUNDER USA  
GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



FOUNDER MX  
JUAN CARLOS SUAREZ HERNANDEZ & ARACELI VALENCIA SANCHEZ



FOUNDER MX  
IAN & PAOLA HERREMAN



FOUNDER USA  
TERRY & MARIA HEUSER-GASSAWAY



FOUNDER JPN  
MISA HIRANO



STANLEY HO & LAM YEE MUN



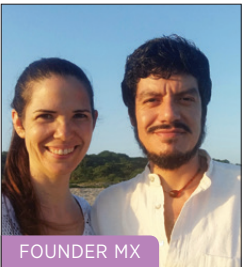
FRANI PISANO & HERB HOELLE



TONI & ROBERT HOLLAND



CAROL HOLTZ



FOUNDER MX  
OSVALDHO HOSORNIO & CAROLINA CEREZUELA



JESSE & BREANNE HOUSTON



JENI HOUSTON



MENG CHIU HSU & HSIU LING HUANG



TE FU HSUN & CHING SHUE WANG



JEFFERY & MIRANDA HU



FOUNDER TWN  
CHIH LUNG HUANG & CHEN CHEN CHANG



CHING YING HUANG



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DIAMONDS



MICHAEL HUANG



CHRISTY & REID  
HUGHES



JENNI & SEAN  
HULBURT



JULIE HUNDLEY



TAKESHI IGARASHI



HIROMI IKEDA



JENNIFER INCHIOSTRO



FOUNDER CAN  
CYNTHIA INCZE



YUKI ISHIDA



JASMINE JAFFERALI



FOUNDER USA  
ROB & WENDY JAMES



DALE & JENNIFER  
JARAMILLO



STEVE & SANDIE  
JENSEN



CHRISTINA JESSUP



AARON & JESSA  
JOHNSON



ALICEN JOHNSON



KILEY & NORA  
JOHNSON



BRIAN & RACHEL  
JONES



JARED & RACHEL  
JONES



LELAND & ROBIN  
JONES

DIAMONDS



LISA & RICHARD JONES



BILL & DEENA JORDAN



DRS. JORDAN &  
TRACEY SMITH



HAGAN & DENA  
JORDAN



CHIAH HO KAO



TZU YUAN KAO



FOUNDER JPN  
MASAMI KAWAI



CHELSEY KAYSE



TRACI & JACK  
KENNEBECK



MIKE & KALLI KENNEY



KATE KETTLEWELL



DRS. BRADLEY &  
JENNIFER KEYS



NICOLE KEZAMA



NICK & DYANNA  
KILLPACK



RYOKO KIMURA



MELISSA KING



TOM & ROMMY KIRBY



PAUL & NANCY KNOPP



FOUNDER EU  
WILLEM-PAUL &  
LOUSSANNA KOENEN



FOUNDER JPN  
MIKI KOJIMA



JENNIFER KOURTEI



DEBBIE KRAHN



JOE & AMBER KROPF



FREDDY & MANDY  
KUHN



SPENCER & RETA  
KUHN



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DIAMONDS



PU LI KUO



WEN HUNG KUO & SHIH AN KUO



DAVID & LOIS LANE



LAURIE LANGFITT



SUSIE LARSON



DANNY & NICOLE LARSON



JAMES & MICHIE LAYTON



NOLAN & PAT LEAVITT



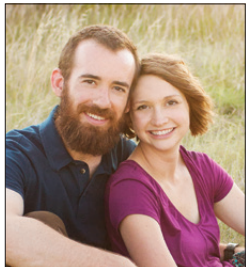
JOHN & CAROLINE LEE



CHUA HONG LEONG & LAW SHU LI



ZACH & KYLENE LESSIG



DR. DANIEL & KATIE LEVERENZ



CHAD & JODI LEWIS



FUXIAN LI & LING LING ZHANG



YU YIN LI



HSIAO-CHING LIN



YU YU LIN



JOHNATHAN & RACHEL LINC



NANCY LINDER



MIN LIU

DIAMONDS



SHELLY LOYD



YU JONG LU



DWAYNE & TRACY LUCIA



JEN LUKE



STEVE & TRACY LYMAN



BRETT & BROOKE MAGLEBY



JAMES & CYNTHIA MAGUIRE



TANYA MAIDMENT



ELIZABETH MARA



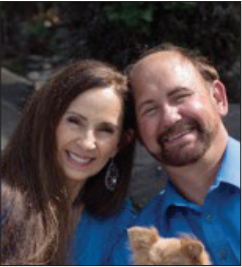
MILTON MARIN



RICK & EMILY MARTIN



JOSH & KEELI MARTINEZ



JOHN & PATTI MASON



TERUMI MATSUSHIMA



SHOKO MATSUYAMA



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



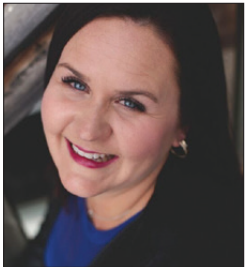
VICTORIA MCADAMS



TONY & AIMEE MCCLELLAN



KEITH & KERI MCCOY



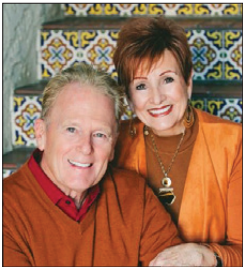
BRITTANY MCDONALD



SHARON & JASON MCDONALD



JOSH JELINEO & BEBE MCFALL-JELINEO



SUZANNE & ROBERT MCGEE



BRITTANY MCLEAN

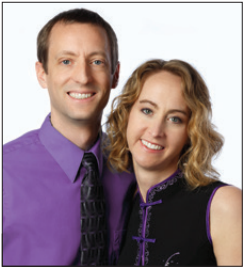


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DIAMONDS



JEANNE MCMURRY



BRAD & ANGELA  
MELTON



ROGER & CAROL-ANN  
MENDOZA



PRISCILLA & JERRY  
MESSMER



BECKY METHENY



JIM & AMY MILLER



KAREN MILLER



SCOTT & ROBYN  
MITCHELL



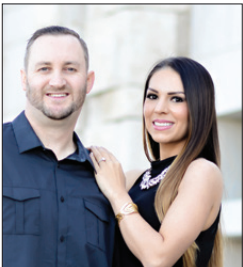
GREG & DR. JULIE  
MONTGOMERY



SHANNON MORGAN



MICHAEL & MELISSA  
MORGNER



SOPHIA & PAUL  
MORRISON



COURTNEY MOSES



JANELLE & JUSTIN  
MUELLER



HOWARD NAKATA



JODI & MARK NAYLOR



ROSIE NERNEY



FOUNDER NZ  
DR. MARTHA NESSLER



CORY & STEPHANIE  
NEWTON



ANGIE NG

DIAMONDS



FOUNDER JPN  
YOSHIFUSA NISHIDA



CHIKAKO NISHIMIZU



FOUNDER JPN  
MITSUKO NOMIYA



ERIC & KRISSY  
NORDHOFF



AUSTIN & AMBER  
NORDSTROM



KERRY & DENISE  
NORRIS



ADAM & TAMI NUHFER



NATHAN & JENNIFER  
OATES



FOUNDER EU  
FRANK ODDENS



MUNEHIRO OKUMURA



FOUNDER JPN  
KEIJI & EMIKO  
OKUYAMA



JOHN & AMANDA  
OLSEN



FOUNDER AUS  
JOHN & PAULA  
OVERBEEK



JOHN & KIM  
OVERPECK



MELODY PAINTER



ROBERT & JANELLE  
PARRINGTON



SANDRA PASCAL



JOHN & LAURA  
PASTERNAK



MICHAEL & CYNTHIA  
PATIENCE



DICK RAY & STACY  
PAULSEN



ANNA PENICK



SARAH-JANE PEPPER &  
TYLER HERR



CHRISTINA PETERS &  
MICHELLE MCVANEY



SPENCER & LAURA  
PETTIT



JON & EMILY PFEIFER



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



RYAN & BETH PHILLIPS



JESSIE PINKERTON



VICTORIA PLEKENPOL



GERALYN POWER & DANIEL SALOMONS



MAYRA & STEPHEN POWERS



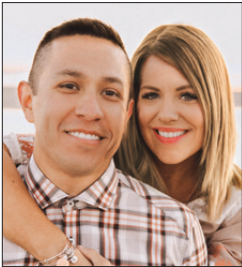
RUTH PRINCE



TRACY PRINCE



MARIE-KIM PROVENCHER



AUBREY & BOBBY PRUNEDA



JACOB & ABI RAINES



JENNA RAMMELL



KRISTA RANDALL



ANGELA REED



KIMBERLEY REID



NICOLETTE REYNOLDS



WINDI & SAMUEL RIFANBURG



ADAM & NISHA RIGGS



PATRICIA QUIROZ RIOS



REBEKAH & BOB RIZZO



JENNIFER & VERON ROBERTS

DIAMONDS



JESSICA ROBERTS



SHAWN & AMANDA ROBERTS



CASEY & MELISSA ROBERTSON



JAMES & KELLY ROBISON



BRITTANY ROSCHECK



FOUNDER AUS  
MICHAEL ROTHSCHILD



JOANNA RUSLING



DAVID & DENETTE RUSSELL



JESSICA RYAN



DEVOLA SAMUELSON



ERIC & GALE SANDGREN



ADRIAN & ROXY SARAN



JOSIE SCHMIDT



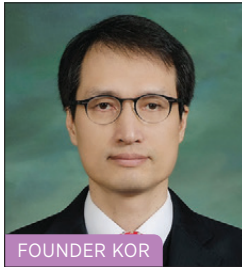
TENILLE & MATT SCHOONOVER



FOUNDER CAN  
JANE SCHWEITZER



JULIE ANN SCOTT



FOUNDER KOR  
HOON SEO



FOUNDER AUS  
HELEN & MARK SHAW



KEVIN & KESHIA SHEETS



FOUNDER AUS  
MARK SHEPPARD & RANI SO



ELENA SIMMONS



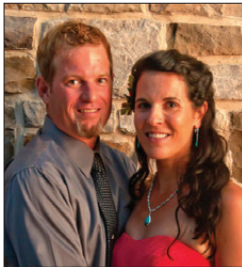
MARY SISTI



ELIZABETH SKAUG



KIM SMADIS



TOM & ERIN SMEIGH



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



ADAM & RIGEL SMITH



KIRK & LANA SMITH



MARCY SNODGRASS



ROBERT & SHARLA SNOW



JOSEPH & LAURA SOHN



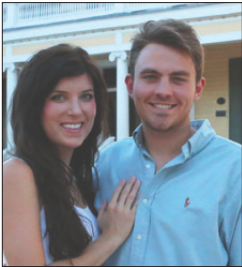
THERESA SOUCY



ALICIA & JASON STEPHENS



JULIE STOESZ



AARON & AMY STORBECK



VICTORIA STRELNIKOVA



FOUNDER TWN  
WEN CHIANG SU & HUI YU HUANG



YU KAI SU & LI NGEN HUANG



DR. MARA SUSSMAN & DWAYNE GRIM



ATSUKO TAGUCHI



YOKO TAKAKU



FOUNDER JPN  
HIDEMITSU & YOKO TAKEDA



CHIEKO TAKEKAWA



FOUNDER TWN  
CHEN CHIEN TANG & CHIAH LING LI



THOMAS & BROOKE TAZBAZ



AMY & DAVID THEDINGA

DIAMONDS



PRAMELA THIAGESAN



DAN & AMY THYING



BILL & ERLEEN TILTON



MICHELE & GODFREY TINDALL



JASON & ALLISON TRIPP



FOUNDER USA  
GINA TRUMAN



FOUNDER TWN  
HAO HENG TSAI & HSIN YUN CHANG



FOUNDER HK  
STEPHEN & YVONNE TSAI



HUI YIN TSANG



LYDIA TSENG



FOUNDER AUS  
CHERIE & MAX TUCKER



RENEE & BYRON TWILLEY



KARI UETZ



JENNIFER VASICH



CHAD & ESTHER VERMILLION



SONDRA VERVA



EDDIE & ANGELA VILLA



MATTHEW & NICOLE VINCENT



PETE & CARRIE VITT



BROOKE VREEMAN



CATHI & BOB WAALKES



HEATHER & AARON WADE



CHERYL & ALAN WAELBROECK



DAVE & KATE WAGNER



TARA & JUSTIN WAGNER



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DIAMONDS



KENNETH & STEPHANIE WAHLBERG



CHAD & SUSIE WALBY



BRENT & JENNY WALSH



PEI CHEN WANG



ERIC & SANDRA WANG



BEN & MEGAN WARDEN



MARK & TAMALU WATKINS



ELISABETH WATTS



ROGER WEBB



JULIE WEINBERG & MEREDITH KELLY



JOHN & SHAUNA WETENKAMP



RICHARD & HEIDI WEYLAND



AARON & DR. RACHEL WHALEY



EMILI & DALLON WHITNEY



AMY & CHARLIE WIDMER



DINAH WILSON



JENNI & MIKE WILSON



LISA WILSON



ROB & MELISSA WILSON



LINSEY & ERIK WILT

DIAMONDS



CHING CHUN WU



TUNG HAN WU



JOEY & CACHAY WYSON



MIDORI YAMAGUCHI



HIROKO YAMAZAKI



ELENA YORDAN



FUMIKO YOSHIMOTO



MIHO YOSHIMURA



YASUNORI YOSHIMURA



ATSUKO YOSHITOMI



LIE ZHAO



SCOTT & LISA ZIMMER

DIAMONDS NOT PICTURED:

HUANG PO HAN  
HO NIEN HUANG  
YI CHEN LIN  
SHENGHAO SU

WEN PING YUN & YI YING  
TSAI  
QUAN JIN ZHOU  
HAN LIN WU & YUAN  
WANG



PLATINUMS



AKIKO ABIRU



AMBER ADAMS



KELLY ALVIS



CAROLYN ANDERSON



DAVID & SHANNON ANDERSON



SARAH ANDERSON



JENNIFER ANTKOVIK



KISANE APPLEBY



BRADEN & CAMILLE BAWCOM



ASHLEY BEANS



PAUL & LISA BERGMAN



MELFORD & CONCETTA BIBENS



BRIAN & SHAWNA BIELMAN



LAILAH BOWIE



BECKY BOWLES



ALLISON BRIMBLECOM



TONI BUNTING



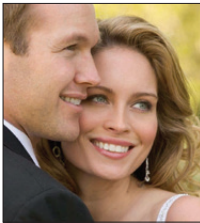
DAWN & MARCELLO CALVINISTI



LISA CANIPELLI



GILDA ESTRADA CARRANZA



RACHEL & DARYL CARTER



AMY CASSEDY



ANDREA CAUFFMAN



LACEY CHALFANT



HSIU WEI CHENG



TERPSY CHRISTOU



TROY & DOROTHY CIVITILLO



STUART & CARLIN CLARKE



MERIDETH & BRIAN COHRS



AMIEE CONNER

PLATINUMS



KARI COODY



BRENDA ALTAMIRANO & OSCAR CORDERO



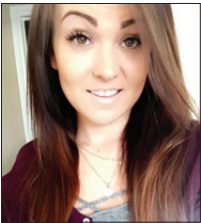
ALICIA COTTAM



CRYSTY COVINO



DR. JAMES & KIM DAHLIN



EMALEE DAME



DURELL DARR



ANDREW & BRITTANY DAVIDSON



KEITH & KENDRA DAVY



CECILIA LÓPEZ DE LARA & ANDONI ROMERO DE LARA



FANNY MILLAN DE LEON



GUILLERMO & IVONNE DE SUAREZ



JOANNE DISSANAYAKE



ERICA DOLAN



LUKE & MAGGIE DUBOIS



SUSAN DYESS



MICHELLE ELSTRO



CAROLYN ERICKSON



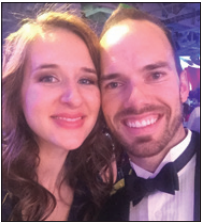
DARNIE EWART



JASON & JULIANA FILA



MIKE & JANA RANKIN FINCH



DR. BRADLEY & ALANNA FRANKLIN



MARCIA FRIACA



PAUL & STEPHANIE FRITZ



YOUKO FUJIMOTO



KENNY & LINDSEY GALE



LAURA GRACIA



DAREN & CRYSTELLE GATES



ANGELA GEEN



FREDRICK & ERIN GILES



KRISTANN GILLIES



VALERIEANN GIOVANNI



LUCY GONZALES-ROMERO



LUKE & TERESA GOODLETT



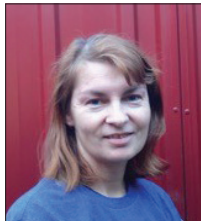
VANESSA GRANATA



LEON GREEN



PLATINUMS



NATALIE GREIG



DREW & LACEY GRIM



MELISSA GUTHRIE



BOO KYUNG HA



MOANA & MATTHIAS  
HARDER



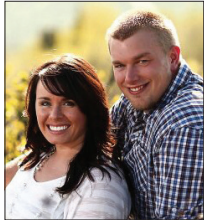
BRIAN & JEANNIE  
HARRISON



TODD HART



KRISTINE HAUCK



MARK & ALICIA  
HAUGSTAD



BRITT PIRTLE & KYLE  
HESS



IZUMI HIGA



ELIZABETH HO



PAULA HOBSON



MARK & TRICIA  
HOFFMAN



SHALEEN HOGAN



GREG & MELODY  
HOLT



BRENT & ANNIE  
HONE



JOY HORSEMAN



FU LUN HSIEH &  
CAROL SUNG



MARGHERITA  
HUMPHRIES



CHIA-HSUAN HUNG



BJ & MEGAN HUNTER



BRIANNE HURDAL



MICHAEL & NANCY  
HUTCHINSON



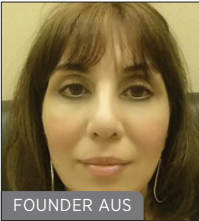
KUN YOUNG HWANG



AMY INNES



KELLY IRIZARRY



RELEAF ISMAIL



CAROLINE JACKSON



SABINE & HARALD  
JAHN

PLATINUMS



KURT & LINDSAY  
JENSEN



HABONG JEONG



TONY & DONETTE  
JOHNSON



TIFFANI & D'ARTIS  
JONES



CHIAO EN JUAN



LEAH KARRATTI



KRISTA KEHOE



COLIN & JEN KELLY



KRIS KESKE



MIE KIRA



CHRIS & GARY  
KIRSCHBAUM



JESSICA HERZBERG  
KLINGBAUM



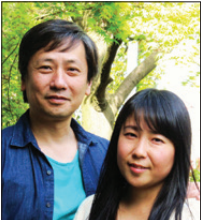
MIKE & MEGAN  
KNORPP



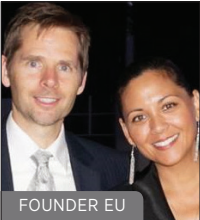
YASUKO KOBAYASHI



YOLANDA KOOLE



SHINJI & MIU KOYATA



JON ERIK & LYNN  
KVAMME



AMY LAMKE



CINDY LANDES



PEGGY  
LANGENWALTER



ALISON LANGRIDGE



SCOTT & JESSICA  
LAWSON



SUSAN LEAVITT



CECIL & LIANA LEE



REN-MIN LEE



ALLIE & CHRISTIAN  
LEFER



ARLA LEINS



TAMARA LEMMON



REBECCA  
LEONARDES



CHUCK & CHRISTINA  
LEROSE



HUI CHUAN LI



HSIU FENG LIN



HSIAO CHUN LIU



XIANGLEI LIU



WEN CHEN LO



JEN & JEFFREY LONG



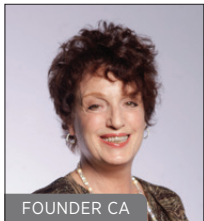
PLATINUMS



ERICA ELDRIDGE LUCAS



HEIDI LUEKENGA



FOUNDER CA  
ADELE LURIE



MAILE & KALIKO MAIL



VICKI MARCUS



AMY MARTIN



CRIS & PATTY MARTINEZ



KEIKO MARUTANI



TIM & EMILY MASCARENHAS



SUSUMU MATSUZAKI



HEATHER MCKINNEY



LISA MECKLE



DR. ALLIE MENDELSON



WENDY MENDOZA



JIMMY & DEIDRA MEYER-HAGER



HOLLY MILLER



ANGELA MOFFITT



CECILIA MORENO & JAIME HINOJOSA



CAROLYN MOSHER



HARUMI NAKATA



EMILY NAVAS



KATELYN NEIL



RAY & LAUREN NEWSOM



KRISTEN O'BRIEN



BERNADETTE O'DONNELL



SARAH O'MAILIA



FOUNDER AUS  
KERY O'NEILL



KAORI OKAMURA



WADE & KRISTIE OLSEN

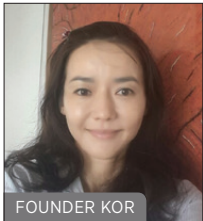


STEPHEN & DAWN OLSEN

PLATINUMS



JENNY OTIS



FOUNDER KOR  
HA PARK



ELAINE PARSELEY



JAMES & CHRISTINE PAYNE



JENIFER PINTER



JESSICA PRESS



JANET RAMER



KERRI RAMIREZ



SUSAN REIS



RUTH REYES



AUDRA ROBINSON



CHANTAL ROELOFS



PHIL & WHITNIE ROGERS



CANDACE ROMERO



FOUNDER CAN  
CORT & KARLI ROSZELL



ANDREW & MINDY ROWSER



RITA RUNNELS



ANDREA RYAN



IAN & JESS SAGE



JAMES & MISSY SANDERS



STACEY SARROS



ELIZABETH SCARCELLI & ANGELO PUGLISI



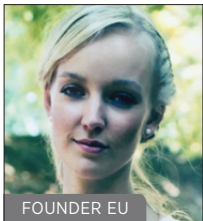
JIM & SUSIE SCHIERING



LESLIE SCHMIDT



AMY SELLERS



FOUNDER EU  
TJASA SERCER



LARRY & NIKKI SHORTS



KIMBALL & YUKO SHUTE



AMANDA SILICH



JODIE SIMPSON



STEPHANIE SMITH



MEGAN SPOELSTRA



ASHLEY SROKOSZ



DAVE & CALLIE STEUER



WADE & CHRISTINE STOLWORTHY



PHIL & LEEANN STORK



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PLATINUMS



SHEILA SUMMERHAYS



JENNIFER SUN



SAMUEL & MELISSA TAEU



PAMELLA TANIMURA



JOY TARPLEY



KELLY TAYLOR



KEITH & KELLY TERRY



MEAGHAN TERZIS



JOE & ANNE TETZLAFF



EVAN & ADRIENNE THOMAS



PATTI TINHOLT



JEN TOMAZINCIC



ANI TOROSYAN



CORRIE TREWARTHA



JENNIFER UPCHURCH



RYAN & MELISSA VALLELUNGA



ANNET VAN DORSSER



ALI VAN ZANDBERGEN



CIERRA VANDERPOL



BILL & MARILYN VANDONSEL



WARREN & KELLY WALKER



TODD & JODI WEAVER



LIU WENHUI



RYAN & TARA WERNER



RANDY & SUMMER WHELCHER



HALIE WHITAKER



LORI WILLIAMS



FRED & MARTI WINKLER



DANELLE WOLFORD



JOHN & CHRISTINA WOMBLE

PLATINUMS



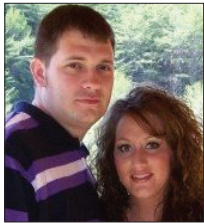
RAVEN WOODS



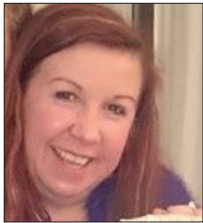
CHRISTINE WORTHY



MICHELE WRAGG



JOHN & JESSICA WRIGHT



PENELOPE WYNNE



MANDY YEUNG



TERUMI YUASA



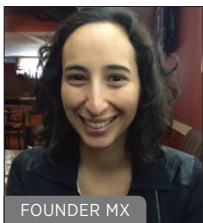
KRISTI ZASTROW



GARY ZHOU & LAURA WANG



ETHAN & CHRYSTELLE ZIMMERMAN



DIANA FALLENA ZONANA

PLATINUMS NOT PICTURED:

YOUNG HO AHN  
MASAE AIHARA  
AIMEE DECAIGNY  
ADRYAN DUPRE  
CHRISTINA GARDNER

DANIEL HAMILTON  
STACEY HART  
WEI CHIEH HSU  
ELIZABETH MATSAKIS  
SHERRI PRICE

KATIE RAGSDALE  
DIANNA SMITH  
TYRONE VICKERSTAFF

GOLDS



KEVIN AB AIR



ALICE ABBA



PENELOPE GARCIA GUTIERREZ ABOITES



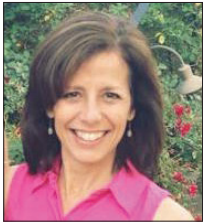
LAURA ADAIR



MARTY & KINDRA ADAIR



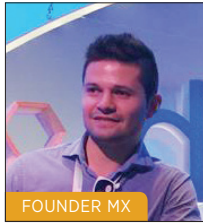
ATANASKA ADAMS



LANE ADAMS



STEVE & JULIE AHLSTROM



CARLOS ALCANTARA



JAIME ALCONE



BRAD & KATHY ALLDREDGE



TODD & KIM ALLEN



GOLDS

					
LYNETTE ALUOCH	DIANA ALWARD	EVIE ANDERSON	JENNIFER ANDERSON	MIKE & JESSICA ANDERSON	LEANNA ANDRADE
					
JUDY ANTAL	PAULA ANTONINI	DAVID & ANDREA APOSTOLOVSKI	ANGIE ARCHIBALD	MARCO ANTONIO PAEZ ARGUETA	MARK & JAIME ARNETT
					
JUSTIN & BRIDGET ARNOLD	ROBIN ARNOLD	NORMA ARIADNA MARTINEZ ARRIAGA	KEVIN & LAURELL ASAY	STEPHEN & JESSICA ASHWORTH	MICHELLE ASMUS
					
BARRETT & STEPHANIE ATKINSON	ROBYN ATTICKS	ROBERT & KELLEY AUGI	ROBYN AZIMA	LORI & KEITH BACON	RUSSELL & STEPHANIE BADER
					
ELIZABETH BAGWELL	BRIAN & AUDRA BAILEY	VICTORIA BAKER	MARGIE BALAS	DAWN BALKCOM	KENDRA BAMFORTH

GOLDS

					
DAVID & KARLA BANKS	LISA & JEFF BANTER	BAKTY & TAMAZEEN BARBER	REBEKAH BARLOW	ADAM BARRALET	JESÚS ISRAEL SOLIS BARRERA
					
ALISON BARTOLO	DEBBIE BASTIAN	AMANDA BEACH	THOM & JACKIE BEAUCHAMP	LUKE & JESSICA BEAVER	MAJA VODEB BECIC
					
HEIDI BECK	JERRY & AIMEE BECK	DAWN & MARK BEHM	ASHLEY & JOE BELL	CHRISTINE BELL	SHANNON BELLFAUST
					
SARA BENNION	FRED & JANEICE BENSON	JENNIFER BEST	FOUNDER EU OLIVER BIRK	DOUGLAS & JANICE BITTNER	ALISON BLACK
					
SARAH & CRIS BLAIR	NIKKI BLANTON	KARA BLATTMAN-ROCK	PENNY & JEFF BLENSDORF	VERA BLOUIR	BRANDON & ANGELA BOBST
					
JENNA BODLE	JOSH & KATHERINE BOGGS	LADONNA BONTRAGER	DEBORAH BOSCO	RUTHI BOSCO	REBECCA BOTTS

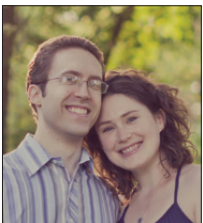


dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



CRAIG & CONNIE BOUCHER



ANDREW & MARYANNE BOULINEAU



MARK & JACKIE BOWMAN



AMY BOX



KAREN BOYD



DEBI BOYLE



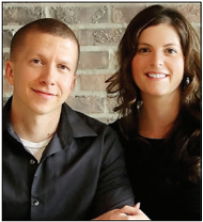
ALINA & RAUL BRACAMONTES



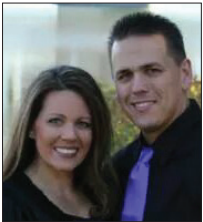
JONI BRADLEY



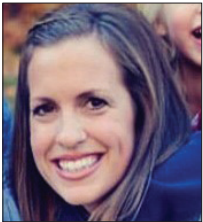
TIM & CARRIE BRADLEY



HEIDI BRAMM



JEREMY & MELISSA BRANSKE



STEPHANIE BRASPENNINX



DANIELLA BRAUSE



MONICA BRAVO



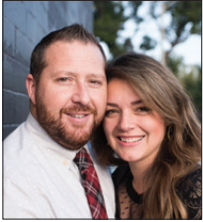
TAMMY BRAYE



SCOTT & LEESA BRIDGES



KRISTI BRODERICK



JAKE & ALEX BRODSKY



MICHAEL & KEA BROOKS



BEAU & KELLY BROTHERTON



KIMBERLY BROWN



KEVIN & LATARRAN BROWN



THERESA BROWN



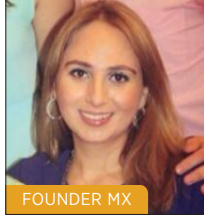
RONAI & MICHAEL BRUMETT



MAUREEN BRUNDAGE



MICKEY & KORINA BUEHRER



ANA PAOLA SALOMON BULOS



ANGELA BURGE



BRIAN & APRIL BURNETT



DEBBIE BURNS

GOLDS



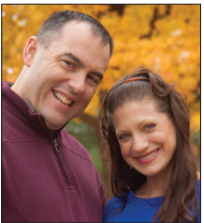
DAN & MARCIE BUSH



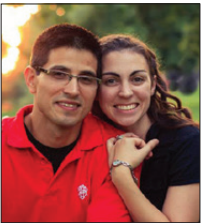
MATT & DEANA BUSHMAN



ELISABETH BUTTURA



HANNAH & SCOTT BYERS



MIGUEL & STEPHANIE CALDERON



ROGER & LORI CALL



LORI & CHRIS CAMPBELL



JENNIFER CANCINO



JESSICA CANTLIN



ERIKA & JOHN CAPPELMANN



BILL & DONNA CARD



ASHLEY CAREY



JOSHUA & MARY CARLISLE



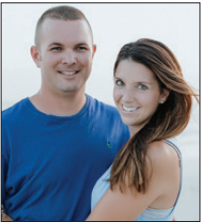
HEATHER CARLSON



BRIAN & CHRISSY CARR



AIDA VERONICA MACHADO CARREON



CATHERINE CARRIGAN



JESSICA CARTER



INDIANA CARON CARY



NANCY CHAN



THAD & KATHY CHANDLER



SHIN TING CHANG



DAVID & ANA CHAPMAN



SANDY CHASTEEN



TSAI YING CHEN



FANG CHI CHEN



TZU WEN CHEN



MEI LING CHENG



MICHAEL & AUDRA CHESTER



BING CHUNG CHEUNG



MEI YING CHIEH



DAVID & JACLYN CHILD



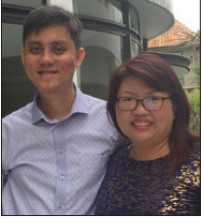
YANG SU CHIN



GINA CHO



HUN IM CHOI & DAE YONG PARK



JOYCELYN CHUA & TONY CHIN



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



ANDREA CIBULKA



GABRIEL & TIFFANI CISNEROS



BELINDA CIVITARESE



JESSICA & NIC CLARK



MONIQUE CLARK



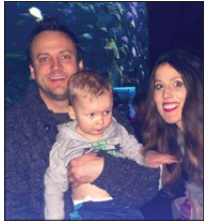
NIKKI CLEARY



JODI & JASON COBB



MARIO & SARAH COBIAN



JILLIAN COCHRANE



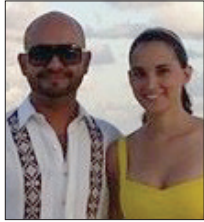
PAMELA COHEN



RICK & ALISSE COIL



MIKE & LISA COLETY



AHMED YUSEF HADDAD CONTRERAS



CINDY COONS



KATHY CORDELL



TAMARA CORLIS



ELIZABETH CORTES



KEISHA CORY



TOM & ANITA COTTAM



COLLEEN & JEFF COTTERELL



CRAIG & KRISTIN COTTLE



ANDREW & KELLY COUCH



TAMMY COUNTS



TERESA COYNE



LUISA CRANE



BRANDI CROSBY



KIRSTEN CRUZEN



ANA PAULA CASTILLO CUEVAS



REGINA CURRIE



LISA CUSANO

GOLDS



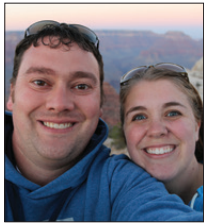
ERIC & TIFFANY DAHL



HEATHER DAHLSTROM



RYAN & JAMIE DANFORTH



KRISTY & DUSTIN DANIELS



MONIR & TANJA DANIELS



BETH & BRAD DAVENPORT



SUSAN DAVIDSON



RACHEL DAVIES



SAMANTHA DAVIS



GLEN & TERRI DAVIS



PAULETTE DAVIS



BRI COSIER DAWKINS



JOYCE DAY



PABLO GARCIA DE ALBA HERNANDEZ & TANIA MONTEMAYOR GONZALEZ



MELANIE DECUIR



JARED & MINDY DEGRAFFENRIED



SARAH DEGROFF



JOLIE DEKLEVA



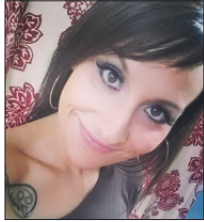
DIANNE DELREYES



CLINTON DEMARIS



SARA DEREK



ERIN DESANTIS



ISAAC & LINDSEY DEURLOO



JAMIE & TED DIBBLE



NATALIE DICK



VIVIAN DICKSON



ROGER & MARILYN DIDERICKSEN



JILL DIEME



MELISSA & MICHAEL DIXON



DR. MARK & KERRY DODDS



ANGELA DODGE



MIKE & KELLY DOLLINGER



BONNIE DONAHUE



JENNIFER DONOVAN



KARINE DOSTIE



BRIAN & KRISTA DOVE



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



ANDRIA & ROGER DOWIE



JULIE DRIGGS



MARK & AMANDA DUCE



MICHAEL & NATALIE DUERDEN



HELEN DUKE



JUSTIN & LELIA DUKE



MICHELLE DUNNE



CANDACE & SUSAN DYER



JUSTIN & TAMMY EARLS



JESSICA EDSTROM



MARIAN EDVARDSSEN



JAMES & ERIKA EDWARDS



JEFF & GINNY EISEMAN



ANDREW & BROOKE ELIA



GISELA ELISABETH BOLTEN ELIAS



STEVE & LORRAINE ELJUGA



SAYAKA ENDOU



VIVIAN ENGELSEN



SHANE ENGLAND



ULRIKA ENGMAN



VICKI ERVIN



JEFF ESSEN



JULIE EUBANKS



HALEY FACHNER



NICHOLAS FAIRBAIRN



SALLY FARB



MEL FAULK



PETER & EVIGENE FELARCA



MANDI & JACK FELICI



DEBORAH FERRARIS

GOLDS



SHARON FILA



KIRA FISCHER



THERESA & LEAH FISHER



MARK & TIFFANY FLAKE



MARLENE FLAX



CAROL FLEMING



GLENDA FLYNN



HENRY FONG



CHRIS & BETH FORD



CATHY FORT-CURRIGAN



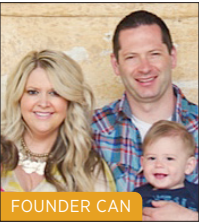
TAMMY FOSSETT



LINDSEY & ROCKNE FOSTER



JOANN & JAKE FOWLER



FOUNDER CAN  
DEVAUGHN & KELLY FRASER



KRISTIN FREEMAN



MARGIT BITT-FRIEDLMAYER



JENNIFER FRINK



GERRY & CHRISTINA FROESE



NATHAN & KRISTEN FUCHS



STEFANIE FUNK



LISA ANNE GAFKJEN



CARMEN GAIRN



KRISTLE GALLARD



JENNIFER & FERNANDO GALLARDO



LUIS & ITZEL GALLEGOS



VICKI GALLOWAY



JUDY GANN



JENNY GANN-DUDGEON



MEAGHAN GANNETT



VINCE & TERESA GARCIA



KATE GARLAND



JAKE & LINDSEY GARRISON



ROGER GARVIN



ALICIA TORRES GEARY & KYLE LISABETH



NATHAN & JOANNA GEIGLEY



TAMARA GERLACH



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



LEIKA GARCIA  
GESUALDO



JULIE & SCOTT GETTY



MICHELLE GETZ



LEANNE GIAVEDONI



RACHELLE GIBSON



LUIS & EMILY GIL



JENNIFER &  
LEONARD GILMAN



TIM & KAREN GILROY



ELIZABETH  
GIULIACCI



DIANE GJELAJ



KATHRYN GLADER



ERIKA GLANCY



KARLA GLEASON



DR. CYNTHIA  
GLENDENING



KEISHER GLYMPH



KIMBERLY GO



CARMEN GOLDSTEIN



VERONIQUE  
GOLLOHER



FOUNDER MX  
ERICK & EDGAR  
GONZALEZ



MAYRA GONZALEZ



CRAIG & SHEILA  
GOODSELL



BRENDAN & ALICIA  
GOODWIN



PAMELA GORGICHUK



SPRING & RICHARD  
GOUETTE



BÉNÉDICTE GRAF



LINDSEY GRAHAM



ROBIN GRAHAM



JULIE GRAMENTZ



JANIS GRAZIANO



BRIONY GREEN

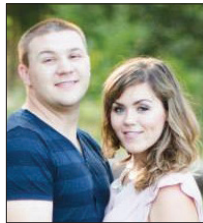
GOLDS



JEREMIAH & JILL  
GREEN



KACEY GREEN



JASON & JANESEA  
GREENE



DAVE & AMY  
GREGERSON



DARREN & ROSIE  
GREMMERT



TODD & RENEE  
GREMPEL



EDWARD &  
CARY GRIFFIN



KENT & ELLEN  
GRISWOLD



MICHELLE GROSS



CHRISTOPHER &  
KELSEY GUERRA



GRIFFIN GUNDERSON



LINDSEY GUNSAULS



XIANGKAI GUO



SOO BIN HA



KEN & SANDRA  
HACHENBERGER



ERIKA HADL



KAREN HADLEY



FOUNDER EU  
JÜRGEN & MARTINA  
HAKENJOS



ANASTASIA HALCOMB



MATTHEW & ANNA  
HALES



RYAN & KENDRA  
HALES



REBECCA HAMILTON



TERESE HAMILTON



RENE HANE BUTT



ABIGAIL HANSEN



DANIELLE HARDEE



ARIANA HARLEY



MEGHAN HARLOW



KERRY HARPER



DAVID & JOLENE  
HARRIS



ROXANNE HARRIS



JALISSA & TONY  
HARTGRACE



LOTUS HARTLEY



FOUNDER CAN  
BERIC & LORI  
HAUKAAS



BLUJAY HAWK



JODY & SHEENA  
HAWKS



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



LAUREN HAYDEN



TERRI HAYS



KIM HAZEN



MIRANDA HEBERT



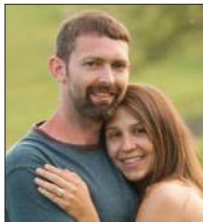
ELLIE HEDLEY



TONYA HEFT



ANTHONY & DANIELLE  
HEIZENROTH



NATHAN & ANGEL  
HELDRETH



LAURA HEMMEN



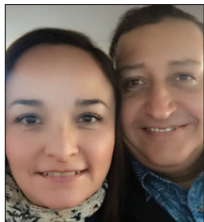
SARAH HENDERSON



EUGENE & DIANA  
HENKEL



ELMA ESTELA RABAGO  
HERNÁNDEZ



INGRID HERRERA &  
LUIS CONTRERAS



MIKE & BETH HICKS



HEIDI & BILL HIGGINS



AYAKO HIGUCHI



ED & SARAH  
HILDEBRAND



STEPHNE  
HILGENDORF



JOLIE HILL



LEANNE & DANNY  
HILL



MAGGIE HILL



STEPHANIE & JASON  
HILL



JENNA HILLE



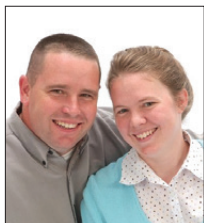
LEE HINDRICHS



EMA HIRZEL



FOUNDER HK  
MICKEY HO



GREGORY &  
SUSANNA HOBELMAN



BILL & JODY  
HOFFMAN



ANNABEL HOLDER &  
NICHOLAS BROWN



ADAM & CASSIDY  
HOLDSWORTH

GOLDS



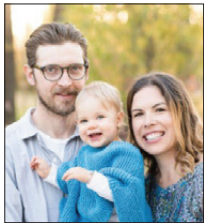
NATHANIEL & DENA  
HOLMES



STACIELYNN & TOSH  
HOSHINO



JACQUELINE  
HOWELLS



JEN & MARTY  
HOYORD



CHUN HSIANG



CHIA LIN HSIEH



HO CHUAN HSIEH



SHU FANG HSIN



HAN CHIN HSU



KE HSIN HSU



LI HUA HSU



WEN YUAN HSU &  
MIN FENG HSU



CHING WEN HUANG  
& LING HSU



JENNIFER HUDGENS



DENVER & LAURA  
HUDSON



KAREN HUDSON



MARY KAY  
HUESDASH



CORY HUGHES



JOHN & VIRGINIA  
HUME



KELLI HUNSAKER



BRIAN & ALLISON  
HUNT



ART & ELANE  
HUPRICH



DEBORAH HUSBANDS



ANNABELLE HUSSON



KATIE HUSSONG



MARISSA HYATT



NANCY ILLMAN



CHARLOTTE  
IRAGABA



BERET ISAACSON



KAYO ISHIDA



JACKIE ISLES



CHIHARU ITOU



TRISHA JACKSON



JAN JAMES &  
RICHARD BRADLEY



FOUNDER KOR  
EUN-JI JANG



FOUNDER KOR  
CHUN HWA JEOUN



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GOLDS



JAN JEREMIAS



AARRON & HEIDI JOHANSEN



JOLIE JOHNSON



LESLIE JOHNSON



MELISSA & PAUL JOHNSON



NANCY JOHNSON



TRACY JOHNSON



MELITTA JÖLLY



KELLY JONES



LAURA JONES



MELISSA JONES



RACHEL JONES



GORDON & RENEE JONES-LAWSON



RACHEL JOOS



LINDY JORDAN



JAE HYEON JU



APRIL JUHLKE



DO GYEOM JUNG



IN SEO JUNG



LISA JURECKO



KRISHEL KARRAS



REBECCA KASELOW



KANJI KATAGIRI



TOMOKO KATAISHI



YOKO KAWAI



JASON & KATHERINE KECK



RAMONA & KIRK KELLER



SHERI KEYESKI



LEE ENG KIAT



BRIAN KIEL

GOLDS



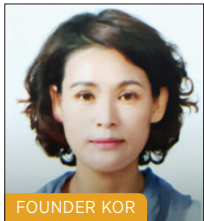
AMY & JEROD KILBER



REBECCA KIM



HYEON JUNG KIM



KYUNG A KIM



YOUNG SUOL KIM



RASHELLE & TRAVIS KINCAID



BRICE & LISA KING



CORY & KELLY KING



CADE & DOMINIQUE KING



CAROL KING



VALERIE KING



CHRIS & TARA KINSER



KENTA KIRIYAMA



LINDSAY KNAPP



DEAN & TERESA KOERNER



DR. SEAN KOHLER



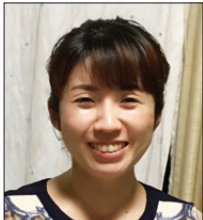
MICHIYO KOIDE



CHELSEA KOLICH



ELIZABETH KOLODGY



MEGUMI KONO



JANELLE KOTTELENBERG



KAJINO KOUME



SONJA KRAINZ



JODY KRANIG



TIFFIN KREGAR-BRYANT



JAMES & KRISTEN KROPF



MARZENA & SLAWOMIR KRYSIAK



JESSICA KUIKEN



MICHELLE KUNTZ



MARLEY KUNZ



TESS LA MONICA



STEPHANIE LADEAUX



EILEEN LADWIG



ALLEN & HEIDI LAFFERTY



MARY LAGASSE



JERRY & KRISTA LAMBIER



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



CHIH LAN LAN



SHARA LANGFORD



IVY LARSEN



RICK & KIM LARSEN



JEFF & KATE LASSON



LORI LATENDRESSE



ALISHA LATOUR



DERRICK & TARA  
LAUGHLIN



MICHAEL & NAOKO  
LAWNSBY



LAURA LE SCELLE



BOB & KATHI LEALE



MICHELLE LEBARON



JANYCE LEBARON



HWA SEON LEE



KYUNG MI LEE



BEN LEE & IONE SKYE



JOSEPH TIN WAI LEE



SOA SUAN LEE



JEANESE LEFORE



DIANE LEFRANDT &  
JESSICA SMUIN



VAL LEIGHTON &  
DARYL TREMBATH



ANNE LEININGER



TARA LENGER



FOUNDER CAN  
SUZIE LEROUX



HSIU WEN LI



FOUNDER KOR  
ME HEE LIM



CHIH HUNG LIN



PEI EN LIN



FOREST CHEW SOCK  
LING



JOANNE LING &  
TRACEY FRY

GOLDS



FOUNDER SGP  
YIT LI LING



AMANDA LITSCHKE



YA-CHING LIU



YU CHI LO



YA WEN LO



YU CHUN LO



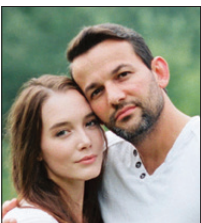
HONEY LOGAN



JENNIFER  
LONGMORE



FOUNDER SGP  
LEE SEANG LOOI



CARDIN & MATT  
LOPEZ



FOUNDER CA  
CLAUDIO GIOVANNI  
LOPEZ



AVASA & MATTHEW  
LOVE



ANALEAH LOVERE



ANNE LOWENTHAL



TOM & ARI LOWER



PEI CHEN LU



CHARLENE LU



BEN & MARIA  
LUEBKE



LISA LUKE



MARY LUNDSTROM



LOU LYNN



JING MA & JINHUI  
WANG



SHANNON MACY



BETTY MAGILL



TRISH MAHONEY



MELANIE MAITRE



MICHELE MALCHOW



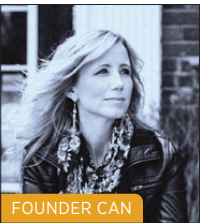
KELLY MALLINSON



KATHERINE MANCHA



JULIE MARGO



FOUNDER CAN  
KARLENE MARKHAM



FOUNDER EU  
LENKA MARKOVA



BERNY & JANET  
MARQUEZ



FOUNDER EU  
PATRICIA MARTINA



ANA URSULA RIVERA  
MARTINEZ



MIHO MARUYAMA



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GOLDS



MASAKO MASUKO



TOMOKO MATSUMOTO



MIKI MATSUKAWA



ROSETTA MATTHEWS



CLINT & KALYN MATTHEWS



JANICE MAYNARD



SHEILA MCADAM



RACHAEL MCBRIDE



KELLY MCBRIDE



SEAN & ALICIA MCBRIDE



COLLEEN MCCARTNEY



JENNIFER MCCLURE



GINA MCCONEGHY



CHRISTINE MCCUE



URIAH & LISA MCHAFFIE



AMY MCKINLEY



JOHN & EILEEN MCLEAN



ELAINE MCMILLAN



CASSANDRA MCNIVEN



KRISTA MELENDEZ



MONA MERZ



ROB & CHELSEA MESSER



KELI MESSERLY



FERN MEYER



KRISTEN & CLINT MEYER



EMILY MIEREN



JANUARY MIERZEJEWSKI



DELYNN & DAVE MILLER



MICHELE & TIM MILLER



BRANDON & MELISSA MILLER

GOLDS



KEVIN & LESLI MILLER



TERESA MILLER



LIA MILOUSIS



LIU MIN-YIN



MAYUMI MINAMI



JUDI MINCKLER



JENNIFER MIXDORF



ELIZABETH MIXON



AKIKO MIZUTANI



CARLEE MODRA



BETTINA MOENCH



THERESA MOLONEY



ANDREA MONGE



IVANNIA MONGE



JOE MONKMAN



SANDRA CERVANTES MONTENEGRO



MAURICIO & RITA MONTERO



CHRISTINE MOORE



CRAIG & KIMBERLY MOORE



NANDI & JASON MOORE



ANDREW & TIFFANY MOOSMAN



EDNA MORA



DRS. BRETT & RAECHEL MORAN



CHRISTINE & ROCCO MORELLI



SHAE MORGAN



HARUMI MORITOMO



FOUNDER EU  
HELMUTH & VERA MÖRWALD



MARNIE MOWATT



HUNTER & STACEY MOYLES



JOEL MUFFOLETTO



MARY LOU MULCAHY



MICHELE MULLIETT



FOUNDER SGP  
SRI MULYADI & PAUL FILMER



BERIT MUNRO



ETHAN & JUSTINA NADOLSON





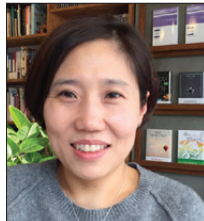


YUKARI NAKAGAMI






















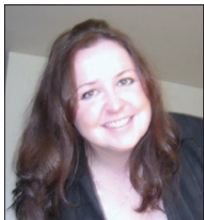








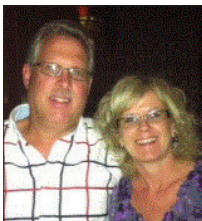
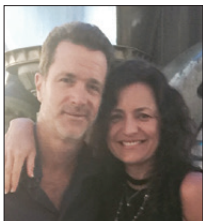






dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS

 NORIKO NARUKAWA	 CAROLINE NAVARRO	 LISA NEEDHAM	 ALISIA NELSON	 DEVORAH NELSON	 ROB & HELEN NELSON
 AMBER & RODNEY JR. NELSON	 CHRISTIAN NEUDEL & GABRIELA HÄUSSNER	 FEEBEE & KEVIN NEWLANDS	 MICHELE NEWPORT	 ALICE NICHOLLS	 JULIA NICHOLSON
 JOSH & SHANNAN NIELSON	 SARAH NIENHUIS	 MASAYO NISHI	 RYAN & JAIME NORRIS	 JAMES & SHERI NORTON	 MELISSA NORTON
 KIERSTIN O'BRIEN	 SARA O'BRIEN	 ANNIK O'MALLEY	 ALAN & BARBARA O'NEILL	 JOCELYN OADES	 NATASHA OAKMAN & JADE DOWLING
 ANNA OFFMAN	 NARU OGISHI	 SANG MI OH	 DEBBIE OHLS	 MARIKO OHTA	 BROOKE OLIVER

GOLDS

 JOHNNY OLIVERIA & MARISSA JOHNSON-CSIMMA	 ROBERT & HOLLY OLMSTEAD	 TAMMY OLSEN	 CHERYL OLSON	 ONESSA	 YUKA OOSHITA
 HOLLY ORGILL	 LESLIE OSBORNE	 CHRISTOPHER & AMY OUELLETTE	 TERRI PACE	 TRAVIS & SARA PALMER	 YUEHHSIANG PAN
 MARGIT & ROLF PANKNIN	 DONGCHOL & SOON BYUNG PARK	 MARANATHA PARKE	 BRADY & HILLARY PARKIN	 PAM PARKINSON	 KRISTEN PARLOUR
 KELLI PARRISH	 ESPIE PASIGAN	 JASON & RACHEL PASSINI	 ERIN PATEL	 JAN PATTERSON	 SUSAN PAUL
 HOLLY PAURO	 KYLE & KATEE PAYNE	 BOBBI PEARCE	 MARLENE TINAJERO PEREDA	 SHEEN PERKINS	 JARIE PERRY
 TOD & ANN PERRY	 MARIAH PESKIN	 PAUL & ABBY PETERSEN	 BETSY PETERSON	 BRENDA & TIM PETRU	 EMMY PICKERING



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



ANGELA  
PIJANOWSKI



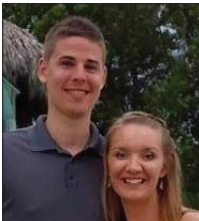
LISA PITTET



TOM POLIFKA



LAURA & PAUL  
PORTER



KATRINA &  
MATTHEW POTTER



CARLA POWELL



TRACI POWELL



ALLISON PREISS



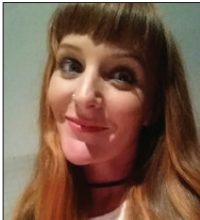
CINDY PRICE



MATTHEW & RACHEL  
PRIMEAU



GRETCHEN PROSSER



RACHEL PROUD



DANIEL & TIFFANY  
PROVINCE



SHANE & BROOKE  
PUGH



WAYNE & HEATHER  
PULSIPHER



DALE & SUSAN  
PURDY



JOSEPH &  
CATHERINE PUTUTAU



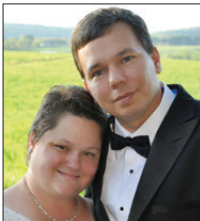
SABINE & MATTHIAS  
QUARITSCH



FOUNDER MX  
DIEGO MUÑOZ  
QUIROZ



AMANDA & KEVIN  
RAHIJA



WILLIAM & ALICE  
RAHN



KRISTEL RAMIREZ



CLAUDIA RAMIREZ &  
SERGIO ANGE ABUNDIS  
RODRIGUEZ



LACEY RAPOSO



JAMIE RATHJEN



CORRIE RATZAT



HANNAH REASONER



TAMI REDMON



LARISSA REED



LILLY & BRAD REID

GOLDS



SHERRI REINFURT



JAMILA REMINGTON



FOUNDER CAN  
BARBARA REMPEL &  
DAL BRYANT



MILTON & TIFFANY  
REPSHER



DR. JULIE REYES



JULI REYNOLDS



TRACY RHODES



KC RHON



HEIDI RHYS



BRAD & DARCI  
RICHARDSON



CHRISTY RICHMAN



JENNIFER RICHMOND



JILL RIGBY



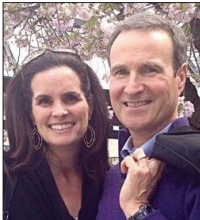
LORI RINALDI



DAN & JAMIE RIP



MARIE RITTENHOUSE



CRAIG & MARY  
ROBBINS



BIANCA RODRIGUEZ



TRACIE ROESBERY



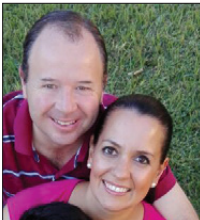
KATHY & DOUGLAS  
ROGALLA



ROSS ROGERS &  
LANA LUNDQUIST



FOUNDER MX  
PAOLA SALDAÑA  
ROJAS



BRENDA ROMAY



DAVID ROOKSBERRY



DEBORAH ROSE



KEMMERA ROSEMA



DANIEL & ALLISON  
ROTBERG



RUSTY & JORDAN  
ROTH



LORI ROTHSCHILD



ERIN & KAREN  
ROUSH



PATRICK & MANDY  
ROWLAND



TRENTON & CHRISTY  
ROWLES



ISABELLE ROY



GENEVIEVE RUDOLPH



BECKI RUH



ANDREW & KRISTY  
RURYK



dōTERRA® WELLNESS ADVOCATE Recognition

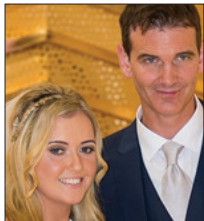
GOLDS



NORIKO SAKAGAMI



RYAN & JANESSA  
SALSBERY



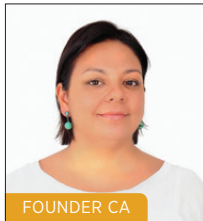
CIARAN & LINDA  
SAMPEY



CARLA SANTIAGO



RUI & JEANA SANTOS



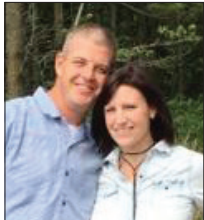
FOUNDER CA  
ISIDE SARMIENTO



AUDREY SAUNDERS



KAYLA SAVARD



LINDSAY  
SCARBOROUGH



SHARON SCHAFER



SARAH & ERIC  
SCHMIDT



AVA & JACK  
SCHNEIDER



STEPHANIE  
SCHREIBER



FOUNDER EU  
SUSAN SCHUH



TERRY & DAVID  
SCHULMAN



AMY & GARRETT  
SCHULTZ



DENICE  
SCHWENDEMAN



JENNIFER & CHANCE  
SCOGGINS



CHRISTINE SCOTT



COLLEEN SCOTT



ROBERT SCOTT &  
MARLYSE OKANO



CALEB & ANGELA  
SEELING



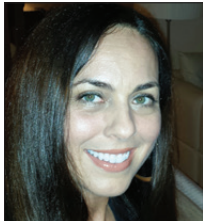
TERRI SELDON



NANCY SERBA



MAGALI  
SERMONADE



SUZANA  
SERRAVALLE



TOMAS & SUZETTE  
SEVERO



BRIAN & SHARYN  
SEYMOUR



HEATH & CALIE  
SHACKLEFORD



REBECCA SHAFFER

GOLDS



WENDY SHATTUCK



BETH SHAW



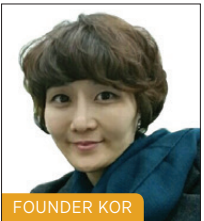
CHRISTOPHER &  
EMILY SHAWCROFT



BELINDA SHEEHAN



AYA SHIMOJUJ



FOUNDER KOR  
EUN YEONG SHIN



JOAN SHODAI



HUA LIN SHOU & MIN  
JUNG KUAN



MIRANDA SHROUT



KATRINA SIKORA



JEONGSUK SIM



KYMBERLEE  
SIMANTEL



ROBYN SIMON



WADELL & ALICIA  
SIMON



KELSEY SIMS



KATIE SINGERY



CARRIE SKLUZAK



DIANNE SMITH



KALI SMITH



BERNARDO IVAN PONCE  
SOBREVILLA & MARIA FABIOLA  
MOCTEZUMA MEDINA



JENNY SODER



MORGAN SOMERS



JOHN & JENNIFER  
SORENSEN



JULIE SORICELLI



RENE SPALEK



ANDREW & ASHLEY  
SPENNER



DON & PATTI SPIEGEL



ELMER & RENE  
SPIRES



ALYSSA STANLEY



TISHEENA STEAD



ROBIN STEINFELD



DAVID STEPHENS



JENNA STEPHENS



TAMMY STEUBER



DENNIS & JANETTE  
STEVENS



DAMON & PRISCILLA  
STEWART



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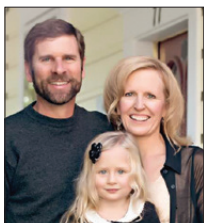
GOLDS



GREG & NORMA  
STRANGE



BEN & JESS STRIDE



JAMES & TAUNYA  
STRUHS



YU-SHOU SU



SHARLENE SUTTAR



ELIZABETH  
SVENSSON



JAMES & DUNJA  
SZLATOSZLAVEK



IKUYO TACHIBANA



HIROE TAKAHASHI



NAOKO TANAKA



MARIANNA  
TAUFEROVA



LAURANELL THOMAS



ELIZABETH  
THOMPSON



DR. LYNN & JOHN  
THOMPSON



PER THOMSEN & ELIN  
HEMNES



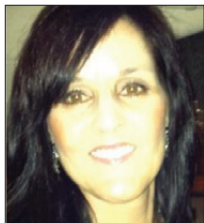
KRISTEN & ADAM  
THORNTON



JUSTIN & TRACEY  
TIR T



LUCAS & NIKKI  
TOPHAM



BECKY TOTH



GLENN & JESSICA  
TRAVIS



SHENNAE TREGEAGLE  
& JOSHUA JON ELLIOTT  
LUCAS



BRIAN & AMANDA  
TRENT



RUBEN TREVINO &  
AMANDA POLA



RUSSELL & MELISSA  
TRIPLETT



WILLIAM & MALISSA  
TROTTER



DAN & GINA TRUMAN



FANG CHING TSAO



DUANE & CRYSTAL  
TUCKER



TIM & SHEILA TUCKER



KARI TURNER

GOLDS



KIAH TWELFTREE



BETH UNDERHILL



SUZANNA & JAMES  
UNDERWOOD



MEMO & KIM URETA



TIM VAN DER  
MEIJ & ESTHER  
SCHULENKLOPPER



MICHELLE VAN  
POPPEL & RON BRICE



JEREMY & SHANDA  
VANDENBARK



NATALIE  
VANDENBERG



JACKIE  
VANDERLINDEN



JODI VANDERSTAAY



WAYNETTE VANFLEET



ANNA VASKOV 



JEN VAUGHAN



LEIA VEARES



CYNTHIA VELEZ



MARCY VETTER



ALAYNE VICKERS



ANACARMEN MORALES  
VILLARREAL



ZACHARY & DANA  
VINEYARD



ELENA  
VINOKOUROVA



RENNA VOEGERL



KARLI VON HERBULIS



CASEY VON  
IDERSTEIN



TRAVIS & CAYLAN  
WAGAR



MARIANNE WAGNER



REAGAN & HEATHER  
WAGONER



JED & PAM WALDRON



LORINDA WALKER



CRAIG & RACHAEL  
WALLER



JAIME WALSH



LIZ WALTERS



KETURAH WALTON



TIENTH HSIUNG WANG  
& HSUI CHI LIN



CHANG TSU WANG



MICHELLE WARD



LANA WARNER



dōTERRA® WELLNESS ADVOCATE Recognition

GOLDS



ALISHA WARREN



ANGELA & LANE WATKINS



NATHAN & KAROL WATKINS



ZACH & KELSEY WATSON



PAULA WATT



DANA & DAVID WATTS



CHARLOTTE WEAVER



KORBYN WEBB



STEPHANIE WEBB



PAUL & DENISE WEBSTER



WU XIU WEI & CHING CHIU LAN



KAREN WELCH



SHELLY WESSELS



LYNDSEY WESTERMEYER



RICHARD & JOSIEN WESTVEER



BRETT & GAYLE WHEELER



MICHELLE WHITE



LEON & BONNIE WHITE



TONYA WHITLOCK



HAYLEY WIESE



RON & LIZ WILDER



JOANNE WILHELM



SUZANNE & DEREK WILLIAMS



NORMA & GEORGE WILLOCK



CASEY WILLS



ALANA & KYLE WILSON



JULIE & KEVIN WILSON



VICKI WILSON



TRAVIS & STEPHANIE WINGER



RHIANNA WISDOM

GOLDS



CARLIN WOLFE



NEAL WONG & LISA NAKAMURA



SCOTT & SUSAN WOOLEY



ANGELA WU



YI TE WU



YI JU WU



STACEY WYNN



YUKO YAGUCHI



MIKI YAMASHITA



DR. BRENDA YANOFSKY



ALISON YEO



ELIZA & SHANE YOSHIDA



MAKI YOSHIDA



FOUNDER KOR  
YOUNG SUL YOU



CHING AN YU



FOUNDER KOR  
SANG MOK YUN



TOMOKO YUTAKA



ALAN & LINDA ZACHARY



MISKA AND ROMAN ZACKA



TANIA ZAETTA



JEDIDIAH & KATIE ZAYNER



DIANA ZENI



HARRY & DIANE ZIZZO



GOLDS

GOLDS NOT PICTURED:

KIERSTIN ALBERGOTTIE	SHAWN DILL	BRIANNA HOLBROOK	NYSSA KONG	MYRA QUINN	YU CHU WANG
DON & LYNDA ASHCRAFT	JOSEPH & MELISSA COOK	YU CHEN HSIEH	OI FONG KWOK	KATHLEEN RENSCH	YI WANG
CHRISTI BARRUS	NICKI CORRIDORI	YUE WEN HSIEH	MELISSA LAPIDES	MICHAEL RIDEOUT	YING HUI WANG
JAYNA BAUER	COLE DAYTON	HUI LING HSU	KERRI & MARK LYDELL	DIANA & JOHN RILEY	JYNNENE WASTNEY
MARCIA BRACKEN	JESSICA DONOHUE	YIN CHEN HUANG	BETH MATESKON	MARK ROBINSON	FELICIA WILLIAMS
STEFANIE BROWN	MARK ERICKSON	YU YUN HUANGLIN	PHILLIP ROGERS	PHILLIP ROGERS	MATT WOLFE
MATTHEW & NOELLE CARROLL	YI YI FENG	DR. KEVIN HUTTER	ANDREA & BENJAMIN MORGAN	STACIE ROSEN LUND	MEI HUNG WU
HUNG TA CHANG	SCOTT & BETH FENTON	RACHELLE JANE DENISE JANSSON	SHIRLEY MORHET	MARISSA SCHULTZ	HUI ZHI XIE
TU HENG CHANG	CARMEL FORRESTER	SARAH JENSEN	YUKO MORIKI	HSISHUN SHIEH	PETERSON BAOSHENG ZHOU
MEI YIN CHEN	HONG GAO	KI-YEOUL JEON	JEFFREY NYMAN	SATOSHI SHINZATO	CHENG LING LIN
WEI TING CHEN	BRIAN & TRINA GORSETH	JULIE JOHNSTON	RICHARD OCEGUERA	TOMOMI TAKAHASHI	YOUYING JIANG
YU CHEN CHIU	SHELLY GRAEWIN	ERICA COLLINS JONES	RYOUKO & NOBUTO OOSHIMA	CHRISTINE THETHI JONI THOMAS	LI LING HO
WEI-CHEN CHEN & HSIU-MIN HUANG	JILL GRAY	BRYAN & WENDY KELVINGTON	DEBBI PACHECO	JEFF & LINDA TILLEY	TZUWEN CHEN
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