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Congratulations on Reaching Presidential Diamond

David & Heather Madder

GILBERT, ARIZONA, USA



What were the biggest hurdles you overcame on the way to Presidential Diamond?

Being patient with the process and choosing a long-game building strategy. We were both entrepreneurs with prior businesses, ambitious by nature, and wanted to rank advance. When we let go of expectations of when we would reach Presidential and focused on a solid, long-game mindset, we were happier and ended up moving faster.

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

Always keep laser focus on business-building activities. Schedule those actions early in the day/week/month, when your energy is at its peak. Keep your own passion high. If you get overly busy with non-essentials, you lose degrees of your own spark and find yourself ever working and never arriving. As your team grows, so do expectations on your time. Some of these are social or cultural, and not true necessities.

“Our second-nature response to dōTERRA is, ‘What’s the next limitation we can rise through?’”



Pay attention to energy! Energy is the invisible but very real inner essence at the core of you, your family, your leaders, and your business. Some teams and leaders have very low inner energy, and that manifests as high maintenance but low results. When you realize that energy is at the core makeup of your business, and you work to keep it high and clean, you create a faster-paced, happier business that has fewer stalls and breakdowns. We pray over our team several times a day and ask for high energy and for light to grow, preserve, and protect our sacred dōTERRA community.

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

Heather: I had a lot of changes to make that I didn’t know would arise until we started! The best success strategy was to have clearly defined areas that we each had exclusive stewardship over. Once the areas were set, we chose to manage ourselves, not each other. One of us is not looking over the shoulder of the other and offering critiques, but instead expressing gratitude for everything, even the small things! We realized that the value of having another person is another set of hands that wouldn’t be there otherwise. That value is absolute, whatever the contribution happens to be.

Working together was completely new for us, so we sought counsel on how to be successful. The best advice we received was to put our marriage first, above all else. Our partnership with each other is vital to the success of our family as a whole. If work ran into family time, or if emotions started to rise in a conversation, one of us would say, “Let’s put our marriage first,” and we both knew what it meant. We stopped and spent time connecting, expressing gratitude for the other, or praying together. What’s the value of a business partnership succeeding if the marriage isn’t?

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

Our family is our Why! There are certain family times that we guard and protect—breakfast, dinner, weekends, and one evening a week that we set aside to spend meaningful time together. During those hours, we focus on each other—no phones and no talking about business. This puts protective boundaries around our most important relationships.

We also divide up parenting stewardship. When we both started working from home, we each took certain days of the week to be the “parent on deck” as far as being the one in charge of making meals, running carpool, and being home after school. This allowed the other person more uninterrupted time to focus on work, but the kids always had at least one of us totally available every single day. We each love when it’s our “on deck” day, and it’s a fun change-up for the kids!

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

The way you run your business at Gold or Platinum is the way you will run it at Presidential. Stress isn’t from a rank—it’s from personal decisions. We are 100 percent at choice at each stage!

Heather: Having started the business, Presidential has been the least stressful rank for me because of the decisions I have made. I keep personal care a priority, hire the help I need, and keep solid focus on what makes my business grow, while letting go of non-essentials. I don’t feel stressed or worn down, but happy, excited, and energized.

My favorite benefit is spiritual energy. Some of our most spiritual, insightful times in life have come when we have gathered with other Presidentials. It is my belief that dōTERRA is a movement that will help our world come to a time of peace again. It is sacred to us in every way, and although I have felt that increase of spiritual energy at each rank, it was the highest at Presidential.

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

We both love to work! We love the personal growth it brings, and we’ve become obsessed with the process of breakthrough. Our second-nature response to dōTERRA is, “What’s the next limitation we can rise through?” or, “What’s our next weakness to strengthen?” We feel like we’ve changed lifetimes in just a few years from a constant desire to learn. We love dōTERRA so much, and it gives us a place to hourly activate principles of belief, work, positivity, and self-mastery. We are deeply thankful for what we have here, but honestly, it feels like we just got started! 💎

Congratulations on Reaching Presidential Diamond

Asako Kobayashi

JAPAN



What were the biggest hurdles you overcame on the way to Presidential Diamond?

I was able to become a Blue Diamond in July 2013, but it took a long time for me to achieve Presidential Diamond. This was because I was not fully determined to be Presidential Diamond. I discussed this with my team leaders openly, and I was able to set shared goals with all of them, which helped me move forward. The most difficult thing was for me to have the courage to take this challenge.

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

I feel that you can advance rank as you grow as a person who has a sincere heart and genuine interest in others, and who can encourage other people. I realized again how important it is to be responsible and influential as a team leader. As I have met people, I have learned so much from them, and those experiences have helped me grow. However, it would be difficult to achieve big goals unless you make a commitment.

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

My oldest daughter also works in the dōTERRA business, but we have different long-term goals and we needed to find a time to discuss the business occasionally. My husband has passed away, so I do my best to spend time with my three children and to build relationships by having meals together and visiting our family cemetery together. All of my children are adults, and I was able to work on this business with a flexible schedule.

How has this business changed your life?

I am grateful to dōTERRA for being true to its mission and vision. I was able to find joy in sharing about the lifelong career

opportunity and income potential with many other people. I truly feel that I was able to find my life's work and calling.

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

It has become my goal to help my team members achieve their dreams, and it has become my biggest joy to help people achieve their greatest potential. It is motivating when I work with my team members together to achieve our life goals. And I think there is a possibility to influence people's lives for generations to come through this work, and I want people to try if they have a desire.

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

There are many members of my team who are working so hard to make their dreams come true. It has become my joy and my source of motivation to support and encourage them to achieve their goals.

Do you have anything else you would like to add?

When I was 63 years old, my friend encouraged me to visit dōTERRA headquarters in Utah. I was blessed to receive a personal training from the dōTERRA executives. I am sincerely grateful to David Stirling for recognizing my character and giving me constant encouragement and support from the beginning. I was able to learn a lot from the speech by Emily Wright at convention as well. Dr. Hill told me, "You truly understand the heart of dōTERRA," and I was fortunate to become an AromaTouch Technique® trainer. I am 69 years old now, but I am still challenging myself because I feel the strong passion and dedication of the dōTERRA executives. I am also grateful for President Aramaki for being detail oriented and for his great work at the Japan office. 💎



Dr. Heather McKinney

HOLLIDAYSBURG, PENNSYLVANIA, USA

SHARING WITH YOUR HEART, HEAD & HANDS

“I’ve learned that when something speaks to me so persistently, I have to share it. When products excite and impact me on a daily basis—I just can’t keep it to myself. That’s dōTERRA. It just works.”

Dr. Heather McKinney’s experience with dōTERRA started with curiosity. Products that work for others often did not work for her, even other essential oils. As you can imagine, Heather was pleasantly surprised and impressed with dōTERRA when their essential oils and wellness products successfully worked for her over and over again.

Aware of Heather’s heightened sensitivities and empathic ways, her family raised her in a healthy, balanced lifestyle to thrive. As Heather grew, she wanted to emulate this and pursued a career to help other people thrive. She started using the term “wholistic,” which she defines as, “the integration of Western and Holistic practices for custom, whole-person health and development.” Heather supports a new, modern way of thinking, living, and being, and has termed it the “wholistic arts and sciences.” The aim is to improve the health, wellness, development, and performance of people and systems around the world.

Heather’s dōTERRA journey began with personal use, plus sharing the essential oils with her family and local community. It was the birth of her son,

Nico, that sparked an interest in joining the dōTERRA mission: oils in every home. Heather shares, “It was beautiful synchronicity: synergy and timing. It created an opportunity to genuinely connect with and help people, explore my heart’s desire, and be more present for our expanding family.” As luck would have it, her husband, Dr. Carlos Wiegeling, is a chiropractor. He also uses and supports dōTERRA essential oils both in his practice and at home. Together, they are raising a wholistic dōTERRA family.

Heather was fortunate and grateful to use dōTERRA products during pregnancy, birth, and beyond. While pregnant, Heather wrote the following poem for Nico:

*“God bless our hearts, heads, and hands.
To feel good things with our hearts,
To think good things with our heads, and
To do good things with our hands. Amen.”*
—Love, Mom

They sing this every day on the way to school and pray it before bed. By combining her son’s poem with her life’s purpose, the following mission was born for their family and growing dōTERRA family:

1 SHARE FROM YOUR HEART: “May you grow. Attract a tribe that connects and is committed to wellness. The ripples of this will be passed down for generations and make incredible shifts in humanity. Help and inspire people to live well.”

2 SHARE WITH YOUR HEAD: “May you shine. Embrace opportunities for personal and professional development. Continually learn and shift into higher awareness. This is how change is being created in this world: one moment, one person, one drop at a time. It is purposeful and fulfilling to be a part of this movement. We learn from and with every person we connect with—as customers, Wellness Advocates, and business partners.”

3 SHARE WITH YOUR HANDS: “May you thrive. Get out there and perform with persistence, passion, and patience. Do the work, and pay it forward to help others. You will receive tenfold in return. Be curious, jump in, and get started. Stay humble, admit mistakes, and work together. The world needs you and is ready.”

Heather welcomes you to join her mission and hopes it inspires you to grow, shine, and thrive.



SUCCESS TIP: LIVE IN ABUNDANCE

Heather’s journey has been full of eye-opening experiences (or “I-opening,” as she calls them). Each experience inspires her to reflect, learn, and evolve. Heather is dedicated to and grateful for her family, community, and growing team of Wellness Advocates around the world. She forms meaningful relationships to create and impact change. To help people embrace change and live in abundance, she wrote the following:

SEVEN I-OPENERS TO ABUNDANCE:

- 1 Introspect.** Find your Why.
- 2 Inquire.** Ask questions.
- 3 Inspire.** Share ideas and grow.
- 4 Invite.** Open doors.
- 5 Involve.** Empower others to shine.
- 6 Inform.** Educate, reflect, learn and let-go.
- 7 Invent.** Build win-win opportunities to thrive together.

Aaron & Jodi Vanderstaay

GOLD COAST, QUEENSLAND, AUS

A dōTERRA LOVE STORY

When Jodi Vanderstaay was a Silver, she attended convention with her team. As they sat near the back of the convention center, Jodi thought to herself, “I will be sitting in those front row seats next year.” She wanted to be closer to the action on stage, and this experience drove Jodi’s determination to grow and achieve higher leadership roles. And she did.

Determination and drive have always defined Jodi and her husband, Aaron.

When Jodi was first introduced to dōTERRA by her mother, she immediately loved the oils, and after experiencing incredible results during a health challenge, she knew she needed to share dōTERRA with everyone. She says, “Once I realized these were more than nice-smelling oils and that they were providing support to my body, I felt it was my duty to share with everyone.”

Aaron has always been supportive of Jodi in sharing dōTERRA, and he

was able to leave his job when she hit Gold so they could work together full time. Jodi runs a holistic health and healing studio, which is a perfect place for her to integrate essential oils with her work as an emotional wellness coach and massage therapist. Aaron’s strengths include IT, placements, and bookkeeping, and they work well together. Building the business together has also helped them grow as a couple. Jodi explains, “Partnering in this business with my husband has

“We believe it is our obligation to share dōTERRA because it’s such a positive and potentially life-changing opportunity.”

taught us a lot about each other, and I believe we have grown a deeper love and respect in the process.”

Aaron and Jodi’s three daughters use and love dōTERRA as well. Their eldest daughters, Eden and Zali, are both Wellness Advocates and are actively building their own “tribes.” Their youngest daughter, Shanti, is only 13 years old, but she knows and shares the oils too. Jodi often receives calls from the parents of Shanti’s friends, as well as her school teachers, inquiring about the oils Shanti has shared. As a family, they are proud to live dōTERRA and share the benefits with others.

In sharing, Jodi and Aaron always come from a place of caring and truth. Jodi says, “My preference for sharing is to hold personalized, tailored appointments where I can address each individual’s emotional core needs. I continue to serve from this space because it’s where my heart is.” Because she loves sharing in a personal setting, Jodi built to Diamond almost completely on one-on-one meetings.

Jodi and Aaron have a diverse and expansive support network. The majority of their family and friends are dōTERRA members, and many of them are experiencing their own wonderful success and organically growing their own teams. Jodi and Aaron say, “All of our leaders are either family or friends, which makes the journey even more satisfying. It is heart expanding to share these wonderful products and empowering experiences with so many people we love. They have certainly played a major role in us reaching Diamond.”

Through it all, Aaron and Jodi remain committed to their core Whys: to contribute to the wellness of society, to empower and inspire their daughters, to eliminate financial stress, and to create freedom. They explain, “We want to give back on a grander scale. If you serve from your soul, you can achieve anything you put your whole heart into.”

EXPAND YOUR VISION

Avoid comparing yourself to others. “Do not compare yourself to others. Remember that just because something works for someone else doesn’t mean it has to fit you. Do dōTERRA your own unique way.”

Don’t be afraid of MLMs. “At first, I was hesitant because of the somewhat questionable reputation of MLMs. Kick that limiting mindset to the curb! Everyone needs to know about these amazing oils and the business opportunity.”

Encourage your team to attend events. “Events crank up motivation and dedication. Being in a room with high-vibing energy is very powerful and creates curiosity, which often leads to inspired action.”

Hold a team gratitude event. “We hold an event where we collaborate with our leaders. We each do segments on the ways we use the oils in our lives, whether it’s in cooking, massages, meditation, DIYs, etc.”





“The vision I have for sharing dōTERRA is to reach a hurting world with a message of hope.”

Yolanda Koole

ST. CATHARINES, ONTARIO, CAN

When Yolanda Koole read a social media post about how essential oils could be used in the home, she was intrigued enough to attend a local class and enroll. The true turning point came when she tried the oils herself. She remembers, “My first impression was shock! How was it possible that I didn’t know how powerful essential oils could be?” Yolanda soon decided to become a Wellness Advocate and began sharing dōTERRA products.

Throughout her journey, Yolanda feels she has been led to the solutions she needs. She explains, “The gift of dōTERRA arrived in my life at the perfect time, which helped me realize that I had options for my family’s health and wellbeing. I had a feeling that dōTERRA was being given to me as a gift from God. The business was a way to help people and to accomplish the dreams I had of time and financial freedom.”

Yolanda is grateful for the changes dōTERRA has brought to her family. She and her husband, Paul, have four sons, their “Kooligans.” Their boys

love using the oils, and Yolanda and Paul are thankful that they can turn to natural solutions to support their family’s health. The additional income provided by the business has also allowed them to afford the education they wish to provide for their children.

Through it all, Yolanda feels blessed to have the support of her husband. Paul is a police constable, and while he is busy with his work, he is always willing to help Yolanda however he can and is a fully engaged father as well. He has also inspired Yolanda as she strives to become the best she can be. Yolanda says, “He’s handy, he’s giving, he’s generous with his time, and he’s always working on something. His work ethic is such a good example; he actually pushes me to be more like him.” She is also grateful for encouragement and help from her upline, Lindsay Hamm, and her supportive parents.

One of the greatest ways Yolanda feels she has been supported through her dōTERRA journey is the belief others place in her. “There have been times

in this business when I didn’t trust myself enough to play all-out. The caring guidance of various leaders, the belief of my supportive husband, the reminder of a loving God, and my belief that people are trustworthy have helped me overcome many obstacles. When you have the ability to borrow belief from someone else, it can get you pretty far.” That belief has carried Yolanda through many challenges.

Of all the changes that have come into her life with dōTERRA—from stepping down from her job as a youth director to financial freedom that allows their family to travel more—Yolanda feels that the greatest changes have been in herself. “I have been stretched and grown so much. I’ve stepped up and owned who I am. dōTERRA has strengthened my faith—knowing that I will come up against things that will challenge me and cause me to go back to sorting out what I believe and what God wants for me. I am so thankful for this opportunity and to God for opening doors and guiding me through them.”

SHARING HOPE

“I’m so thankful for the sisterhood I have experienced in dōTERRA. We lift each other up, highlight each other’s strengths, and encourage each other to live out our potential.”

THREE REASONS TO SHARE THE BUSINESS

dōTERRA has the best products on the market today. “Money can’t buy health, yet a simple financial investment can have some life-changing, long-term effects on your health. I’ve seen so many people have such beautiful success stories of how essential oils have helped to make their lives easier, better, happier, and healthier.”

dōTERRA offers an incredible compensation plan. “The compensation plan is extremely generous, it fosters incredible team work instead of competition, it helps business builders commit to their business for the long haul, and it reflects the dōTERRA culture of integrity and heart.”

The dōTERRA community and culture are unmatched. “There seem to be so many businesses in the world today that don’t uphold their honesty and integrity when it comes to making a profit. dōTERRA has proven that you do not need to sacrifice your standards to be a thriving, financially stable company.”

Kimball & Yuko Shute

JAPAN

A LIGHT IN THE DARK

Kimball and Yuko Shute's dōTERRA journey began when Kimball's father invited Kimball to go to the wellness center with him to meet Boyd Truman. Boyd then gave Kimball's father a back treatment with essential oils, which Kimball had no experience with. When Boyd dropped one drop of Peppermint oil into Kimball's hand, however, his entire outlook changed. Kimball remembers, "I was blown away! I couldn't believe how powerful that one drop of oil was. I fell in love with the oils immediately, so I ordered a kit." He later told his wife that he had purchased some essential oils, but neither of them knew how much those oils would change their lives.

Shortly after they were introduced to dōTERRA, Kimball and Yuko moved back to Japan. They began sharing there, and they feel blessed to have had Boyd's support and mentoring throughout their journey. While growing a business presents a myriad of challenges, Kimball and Yuko believe the greatest challenge for them was within themselves. Kimball

explains, "Looking back, the biggest challenge was to change what was inside of our minds and hearts. One of the biggest blessings of dōTERRA is being able to associate with other leaders who have fantastic, positive outlets on physical, mental, and financial health. We let this positivity rub off on us until we were able to change our fundamental way of thinking." Now, Kimball and Yuko focus on maintaining a positive mindset as they approach both the joys and struggles of their business.

While Kimball and Yuko have experienced incredible changes in their own lives thanks to dōTERRA products, as well as the business, they feel most excited about the changes they see in other people's lives. They love seeing their team advance. They say, "There is nothing more satisfying in our dōTERRA business than seeing our team leaders achieve a rank and be recognized for it. Your own personal rank is fun and satisfying, but your group leader's rank is the absolute high thrill and

motivator!" As they work to help their team succeed, they have found consistent, effective communication to be a key factor in maintaining a good team connection. Yuko has especially worked hard to build strong relationships among their team.

In addition, Kimball and Yuko are passionate about how dōTERRA is bringing positive change to people throughout the world. Kimball says, "I had the opportunity to go to Nepal on a dōTERRA Healing Hands Foundation® expedition. Immediately upon arriving, I could see and feel the massive impact that dōTERRA is having in regions where oil is produced. I was so impressed with the partners that dōTERRA has, including CHOICE Humanitarian and Days for Girls. We are proud to be part of dōTERRA and dōTERRA Healing Hands Foundation as they partner with people who deliver love and light in the dark, dark places of the world." As they look to their future, Kimball and Yuko are excited to continue sharing light through dōTERRA.

"The dōTERRA business is life changing! It has helped us become more independent and free, and we have built strong relationships."

ESSENTIAL GROWTH COMPONENTS

1 PERSISTENCE

"It took a while for us to figure out what we were doing and how to do it. That's okay! We did not give up. Now, because of our persistence, the dōTERRA business has blessed our lives."

2 SELF-REFLECTION

"Are you committed? Are you willing to do what it takes to succeed? Are you willing to adjust your life so that you can accomplish the tasks that are necessary to achieve a goal and rank?"

3 COMMUNICATION

"Daily connection in which you communicate love and appreciation for that leader, and also excitement and joy from being able to work with that leader, has made all the difference."



Michiyo Koide

JAPAN

THE dōTERRA Difference

Michiyo Koide had heard of essential oils before being introduced to dōTERRA, but there was one thing that really set dōTERRA oils apart for her—the fact that some oils can be taken internally. This intrigued Michiyo, and she wanted to learn more about dōTERRA. She enrolled in order to support her friend who was hosting a class, but it was some time before she began to learn in-depth about the products, as well as the business opportunity.

Michiyo started out slow. She shared her love of the oils with others and helped them find solutions to fit their needs. Her perspective on the possibilities of the business opportunity changed when she earned a bonus. Michiyo remembers, “When I received the \$250 Power of 3 bonus, I was a single mother, working both a day job and a night job. When I received that bonus, I felt like this could be something big that could change my life. I committed to reaching the \$3000

bonus within six months, which was the moment I really, intentionally started a business with dōTERRA.”

The dōTERRA business has given Michiyo increased financial freedom, as well as flexibility in her work that she did not have previously. She says, “There is no stress for me in balancing my dōTERRA business and home life because I can work from home. My lifestyle has also improved due to increased freedom.”

While Michiyo has been incredibly grateful for the financial blessings she has seen through her hard work, she is also thankful for the ways the oils can change lives. As a mother herself, Michiyo is passionate about teaching other parents about essential oils. She explains, “I feel it is so important for all mothers to have the oils and to become a sort of ‘home expert.’” When sharing the products, Michiyo focuses on teaching others in simple terms how to safely use the oils.

Michiyo is also dedicated to helping her team members experience the benefits of the dōTERRA business opportunity. She says, “I want to be a good example for my downline members. I want them to have a dream too. One of my favorite parts of the dōTERRA business model is that my team members and I can grow together.” For Michiyo, one of the trademarks of a good leader is that they attract their team to them, and this was one of the keys for her in reaching Diamond. “I think it is important for Diamond leaders to be a role model for many people to follow. It’s essential to continue polishing yourself to become a better person.”

From here, Michiyo remains committed to sharing dōTERRA with as many people as possible. One of her greatest joys is seeing how dōTERRA impacts others’ lives. “I’m motivated when I work for the happiness of others. This also makes me happy and helps me grow further.”

“I set a specific date to achieve specific goals, and I do everything I can to achieve them. I know that persistence pays off.”

SHARE & MORE

PROVIDE HELPFUL INFORMATION

“When you share, it’s important to let people try the products they are interested in. Listen to them. Then, explain how to use the products and the dōTERRA back office before their next order.”

BE CONSISTENT IN FOLLOW-UP

“I constantly do follow-ups. I never stop doing that. After you share, let them enjoy using the products first, but never forget to follow up. This was key for me in reaching Diamond—never stop following up.”

INVITE OTHERS TO EVENTS

“Events have helped me learn and gain so much knowledge, and I am so grateful for them. It’s important to practice inviting and bringing friends to events. First define their interests, and then invite them.”

“Everything about dōTERRA is different—the company’s mission, the products, and the compensation plan.”

■ Harumi Nakata

JAPAN

SINCERE MOTIVES

“I’m motivated to continue building because I can make many people happy, and I can help them to be emotionally, physically, and financially healthy.”

The first time Harumi Nakata experienced dōTERRA essential oils, she experienced quick, positive results, and she immediately wanted to purchase a kit for her home. Because of her success in using the oils in her own life, she soon began sharing the oils with her friends and family. However, she was not interested in building the business for a few years. For Harumi, the changing point was convention.

When Harumi attended the Japan convention in 2015, she felt something in her heart that changed her mind about being involved in the business. She explains, “I was touched by the company’s mission and their Co-Impact Sourcing® initiative. I thought there could be no better career than working with dōTERRA as I can help people, contribute to society, and make a good income.” Harumi was previously involved with another network marketing company, and her experience has helped her grow her dōTERRA business.

Harumi has found that the key to sharing is to find personal solutions for each individual. She explains, “I try to find the best method and advice for each individual based on his or her needs. For example, I recommend oils for them to use at bedtime, or throughout the day. I give them helpful information a bit at a time so they can easily understand how to use the products.”

Because she is focused on how the oils can help each individual, Harumi has seen how dōTERRA can change people’s lives. Her Why is to share the oils and their benefits with as many people as she can. She says, “I know that the oils can help so many families. I also want to increase the number of people who achieve financial freedom.” Through it all, Harumi strives to stay positive. “I never get disappointed, even when I face challenges, because I only think about how to overcome them. Plus, with all that I am trying to do, I don’t have time to get disappointed!”

Harumi is grateful to have the support of her upline, downline, and family throughout her dōTERRA journey. Her upline has provided excellent mentoring, and she is thankful to have built strong relationships of trust with them. Harumi also loves to work with her team. She says, “My downline members are kind and sincere, and we have been able to support each other well.” Harumi enjoys collaborating with upline, downline, and crossline team members. Her family also supports her, especially as they see the good she is able to do in helping others find solutions through dōTERRA.

As she looks back on the past few years, Harumi realizes that with the dōTERRA business, she never has to force people to her—they come to her instead. She explains, “I feel that the essential oils bring people to me. If you have the right motives and do the right thing, your business will grow on its own.”

BUILDING TIPS

1

SHARE WITH PASSION. “When sharing, you need to be excited. Give the person permission to learn about the oils by saying something like, ‘I can teach you’ rather than asking permission to teach them about the oils.”

2

WORK ON YOURSELF. “It is important to grow as a person—myself included. People gather around people who are attractive. Being honest, kind, loving, and sincere is important. Then you need to polish your business skills.”

3

DEVELOP TRUST. “Trust in the essential oils, in your team members, and in yourself. Focus on what type of person you should be more than on what you do. Build relationships of trust. This is essential to reaching Diamond.”

Cindy Landes

MADERA, CALIFORNIA, USA

DREAM BIG

Put frankly, Cindy Landes started her dōTERRA journey with reluctance. A friend sent Cindy some essential oils in the mail, but Cindy didn't use them at first. This friend later contacted Cindy to ask her to host an essential oils class, which Cindy agreed to. The class proved to be a turning point in Cindy's view of dōTERRA oils; during this class, she learned about the oils and was especially intrigued by the benefits of Frankincense.

After using the oils with her family and seeing incredible results, Cindy was committed. She recalls, "I wanted a natural solution, and these oils were just what I needed. I had planned to be a closet user, but once I saw how effective they are, I realized I needed to tell people about them." Although Cindy was passionate about sharing the benefits of essential oils with others, she remained adamant that she wouldn't build a business.

Cindy's reluctance to dive into the business opportunity largely stemmed from her limiting beliefs about herself. She explains, "I kept comparing myself to my leader who had enrolled me, and

I knew I couldn't do things the same way. I had never run a business before, and my personality is so different from my leader's. I was 50 years old when I was introduced to dōTERRA, and I didn't believe my life could be anything other than what it was. I didn't know how to dream, and I constantly thought of what I was lacking."

The moment that changed it all for Cindy was when she realized that her sharing had already changed other people's lives. "I finally understood that I could do the business using my own strengths, and I could stop comparing myself to others. I could see myself growing and becoming more confident." Cindy is grateful for the personal development she has experienced thanks to dōTERRA, and she continues to push herself to grow.

In the beginning, Cindy's Why focused on her family. A mother of six, she feels strongly about being involved in her children and grandchildren's lives. Her job at the time, however, created difficulties in traveling to visit her grandchildren. Cindy saw the possibility with dōTERRA to create a life of freedom

that would allow her to be at family events as she chose. She says, "dōTERRA has afforded me these opportunities, as well as many more." Her family has also been a great support to her, especially her husband. While he is not involved in the business on an every day basis, he handles the responsibilities at home while Cindy travels and holds classes. His help has allowed her to support her growing team.

Cindy's Why has also expanded over time. "I feel so passionately that everyone needs to know about essential oils. They need to know there is an alternative, natural solution that is simple and effective."

Looking back on how her life has changed, Cindy is stunned at the personal development, financial freedom, and time freedom she has gained. One of the most precious opportunities dōTERRA has given Cindy is the chance to serve others on a larger scale. She says, "I've always cared about people and wanted to help them. With dōTERRA, I have the freedom and opportunity to do that."

"I KNOW THAT WHEN I SHARE, I AM NOT ONLY HELPING THE PERSON I SHARE WITH—I AM ALSO HELPING WHOMEVER THEY HELP."

GET STARTED

Develop your Why.

"Write down and develop your Why. Figure out why you want to do the business and what's driving you. There will be hard days, and you need to have your Why to keep pushing you."

Share as much as you can.

"Hold classes. Share with as many people as you can. Educate people on the oils, and let them experience the oils. Your stories of your own experiences also help others to be interested."

Be patient.

"Be patient with yourself and your business. This isn't an overnight, get-rich-quick scheme. It takes time and discipline. Learn how to set goals. Dream big and visualize yourself reaching your goals."

Terri Seldon

WASHINGTON, MICHIGAN, USA

FOCUSED & EMPOWERED

When Terri Seldon first used dōTERRA essential oils, she was an RN who didn't believe in the potential of the oils. She was so surprised by the positive result that she wrote it off as a coincidence. After a second impressive experience, however, she knew she needed to look into the oils further. She was a faithful product user for a few months before deciding to dive into the business. As someone who had always been interested in building her own business, the dōTERRA opportunity fit perfectly with Terri's goals and interests.

Terri's background in nursing and nursing leadership of 30+ years has shaped her approach to using and sharing essential oils. The more she has learned about natural remedies, including the oils and their benefits, the more passionate Terri has become about sharing. "I feel that many people have not been educated about natural, holistic approaches to caring for their bodies. As a nurse, I want to help other healthcare providers offer natural solutions as a viable option." Terri also teaches continuing education classes

on holistic approaches to health issues and is excited about the opportunities to share with others.

As she has built her business, Terri has also found a new closeness and connection with her family. She explains, "Several of my family members do the dōTERRA business now as well. I do a lot of vendor events, and my mom often comes with me. She's very involved and is a Silver on my team. I see more of my extended family now too as events bring us together. That's something I didn't

"With dōTERRA, everyone is their own CEO. You get to do it your own way, and so do your builders."

foresee when I started dōTERRA—my family is closer, and we're more health focused." Terri's husband has his own successful career, and he has always been supportive of her in finding her passion and doing what makes her happy. In addition, their five children are avid dōTERRA users and believers.

One aspect that makes Terri's business unique is the number of vendor events she attends. At her first vendor event, she didn't even tell people about the option of enrolling for a dōTERRA membership; she simply sold the product. After seeing the possibilities for success at these events, however, Terri has learned how to better share both the product and the company. Her best tips for others who are interested in being involved with vendor events are, "Make sure you have resources there with you for product pricing and usage. Tell people about the membership from the start. Explain their options for enrolling with a starter kit or purchasing single products. And be sure to talk about oil education—they need to know how to use their oils."

While vendor events have been important for Terri in building her business, she firmly believes that the key to reaching Diamond was staying consistent in the basic steps that every builder takes. "Do the same things you've always done. Focus on the basics. I've learned that you can never back off—once you reach your goal, you'll have a new goal, including helping your builders reach their goals! That's how you continuously learn and grow."

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



HELPING NEWCOMERS

GIVE THEM AN OIL EXPERIENCE. "I usually start with Peppermint oil because it often makes the biggest impact on people, especially if they haven't used essential oils before or have used other brands. One drop is usually enough to spark their interest."

1

LISTEN TO THEIR QUESTIONS. "When I introduce someone to the oils, I listen to their questions and tailor the introduction to their interests. For example, if they're interested in the scientific aspect, I use the sourcing site to show them the test results for the oils."

2

TEACH THEM HOW TO USE THE OILS. "I set up a membership overview at the time of enrollment. I schedule it as close as possible to when they receive their oils. You need to teach them how to use their oils; if the oils sit unused on the counter, they're no good to them."

3

DISCOVER THEIR WHY. "Most people start slow. Each person and each enrollment counts. If you want them to be a long-term builder, you need to understand why they're doing it. That helps move them forward. It's about developing ongoing relationships."

4



GET TO KNOW
dōTERRA CORPORATE

Tim Valentiner

—Director of Strategic Sourcing—

Originally from Utah, Tim Valentiner became involved at a young age with humanitarian work, primarily in Mexico, as his parents encouraged their family to volunteer. Tim became passionate about working in poverty and international development after living in Bolivia for two years as a missionary for his church. Following completion of his bachelor's degree in political science at the University of Utah, he moved to Washington, D.C., where he worked on economic development projects in Latin America funded through USAID.

Tim then earned his master's degree from The Johns Hopkins University Paul H. Nitze School of Advanced International Studies, studying economics and international relations. Following graduation, he worked in the agriculture and rural development unit at The World Bank, where his work concentrated on promoting small-scale farmers, biodiversity conservation, and natural resource management. He then moved back to Utah to work with a start-up company, focusing on improved agriculture and irrigation technologies in developing countries.

When Tim was introduced to dōTERRA, he was unfamiliar with essential oils but was passionate about continuing to work with small-scale farmers in developing countries. He was intrigued by dōTERRA as he saw the company's focus on sourcing raw materials and plants from the countries where those plants grow best—which included many unique and impoverished areas around the world. As the goal of dōTERRA has always been to become as vertically integrated as possible in the supply chain for our oils, Tim was thrilled to join dōTERRA as the Director of Strategic Sourcing in 2013 to help lead our oil sourcing efforts, and also to continue the dōTERRA mission of doing good in the world through our socially responsible and sustainable sourcing program known as Co-Impact Sourcing®.

What does your role at dōTERRA entail?

Our team's job is essentially to ensure that we don't run out of oil—which is no small task! We also make certain that we can

consistently source the highest quality essential oils in a socially responsible and sustainable way. Ultimately, we work to ensure that we can continue supporting the tremendous growth of the company through strategic planning and developing long-term partnerships with distillers and farmers around the world.

What advice would you give our Wellness Advocates?

Dig deep and share all of the great content available to you on www.sourcetoyou.com. We've developed this website to help tell our sourcing stories more effectively and to provide meaningful, relevant content about where and from whom our oils come. We're passionate about raising awareness about sourcing and the partners we work with, and we will continue to update this website regularly.

Who are your role models?

My most influential role models have always been my amazing parents and their commitment to giving back and doing good, both in local and global communities. I hope to be more like them in all I strive to do! I was also very fortunate to have had in graduate school and in my first jobs in agriculture at The World Bank some very influential mentors whom I still rely on for advice and support. They were very influential people for me and helped me gain a passion and understanding for small-holder agriculture and its impact in addressing poverty and improving rural livelihoods around the world in a powerful way.

What challenges do you face in your position at dōTERRA?

Our team's primary challenges include keeping up with the growth of the company, and also navigating the different dynamics that exist in every country, for every supply chain, and for every oil. There are different nuances in each of them depending on how and where the oil is produced. There isn't a one-size-fits-all solution for all of our relationships or supply chains; each one is dynamic and different, which makes our job challenging yet exciting.

Also, because all of our oils are plant-based and agriculture takes time, turning new farming and distillation growth processes on and off is not easy; keeping up with the growth of dōTERRA requires extensive planning and launching special initiatives like Esseterre Bulgaria and Kenya.

What is your favorite part about your job?

My favorite part is the relationships we build with the farming and distilling partners we work with around the world. I feel very fortunate to have personal relationships with them and to be involved in a hands-on way in how and where our Co-Impact Sourcing initiatives happen. I also love seeing the tremendous impact we're able to have as a company by approaching sourcing in the way we do, and also through our dōTERRA Healing Hands Foundation® efforts. Seeing this firsthand and interacting with partners we have around the world are certainly highlights of my job.

What else do you want people to know?

I want people to know how amazing our Sourcing Team is. We have a truly incredible group, and I'm so grateful to be part of this team. There is literally not a day out of the year when at least one of us isn't somewhere around the world on the ground for a sourcing trip, working to ensure that we maintain strong relationships with our partners and that we are sourcing enough oil to keep up with the growth of the company. 💧

FAVORITE PRODUCTS



- **Peppermint Beadlets**—I keep these with me all the time. They're great for helping me stay awake!
- **dōTERRA Immortelle**—This is our go-to at home for almost everything.
- **Douglas Fir**—One of my favorite oils aroma-wise.
- **Melissa**—I've gained a great appreciation for Melissa over the years as I've learned more about how complex it is to grow and distill.



“When you share the products, open those oils and give them an oil experience! Talk less, ask more.”

NEW dōTERRA DIAMONDS

Michael & Nancy Hutchinson

HINGHAM, MONTANA, USA

A NEW OUTLOOK

When Nancy Hutchinson was introduced to dōTERRA, she thought the business opportunity was a complete miss for her interests and goals. Nancy had been working as a physical therapist for several years, and she explains, “I thought the dōTERRA business was solely about sales. The reason I had chosen physical therapy was to empower as many people as I could through education to improve their health and wellness. I laugh now because that is exactly what we do as Wellness Advocates!” Now, Nancy loves how her background in health and wellness helps her share essential oils in a way that allows her to empower others.

Another reason that Nancy chose the dōTERRA business opportunity is the flexibility it gives her. Nancy was introduced to dōTERRA when she was pregnant with her first child, and as she considered her future as a mother, she knew she wanted more time freedom than a traditional 9–5 job would offer. Nancy recalls, “I saw the time freedom the business opportunity allowed our

upline, Kacie Vaudery. I envisioned how my path as a mother could be different with more time freedom and flexibility. For the first time, I had a bigger vision of how our family life could look.”

Nancy feels she has found the perfect fit in dōTERRA—she feels fulfilled, she loves sharing, and she has the opportunity to improve other people’s lives. The business has also helped to improve her own family’s health and financial stability. Nancy’s husband, Michael, now works dōTERRA full time with her, and they love being able to work together. They travel the country in an RV with their two young sons, sharing essential oils and the business opportunity with others.

Michael and Nancy love not only the time and financial freedom they have found in dōTERRA, but also the health support for their family. Nancy explains, “Our boys love the oils. We are so thankful as parents to introduce them to such a powerful tool. We apply oils to them daily and hope they will continue to utilize them for the rest of their lives!”

As they work to balance their business with their family, Nancy and Michael have found time-blocking useful. Nancy says, “For busy parents out there who may be working another job, make the most of your precious time by having a plan. I remember feeling like there were not enough hours in a day, and it was overwhelming. I wasn’t sure how I was going to have time to grow my dōTERRA business, continue to work full time as a physical therapist, and be a great mom to our new baby. Once I set aside even an hour a day, away from distractions, with a dōTERRA to-do list in hand, I accomplished more in an hour than I ever thought possible.” Finding balance and forming a plan are essential to creating success.

With the changes they have seen in their lives and others’, Michael and Nancy are excited to continue sharing so they can reach their goals and help their team members achieve their own. “We have an entirely different outlook on what is possible in our lifetime. Thank you for everything, dōTERRA!”

WORK EFFECTIVELY WITH YOUR SPOUSE

BE OPEN TO CHANGE

“Working together as not only husband and wife, but as business partners has taken some adjustments. I think it will always be an evolving process! We see the big picture and what it means for our family and our team’s families, so we figure it out.”

FIND EACH OTHER’S STRENGTHS

“When Mike started working with me, we tried to have him duplicate me and how I did things. That did not work! He was not operating in his strengths—he was trying to operate in mine. We realized that to create a flow that was effective, we needed to focus on and utilize what we are naturally good at!”

SET ASIDE FAMILY TIME

“We have found that being present in the moment is essential. We try very hard to have the evening hours be time with no cell phones or computers—time to just be together as a family. I want to set an example for our team of how to make time for their families.”

“We are thankful and blessed to work alongside some of the best people we have ever met.”



■ Scott & Lisa Zimmer

EUREKA, ILLINOIS, USA

Her True Purpose

When a friend introduced Lisa Zimmer to dōTERRA, Lisa thought it would be another in a long line of failed attempts. Having struggled with a health issue for a couple of years, Lisa had exhausted numerous possibilities, and nothing had helped her see the results she desired. However, she ordered dōTERRA DigestZen® and DDR Prime® the same day she received a catalog from her friend. Little did she know that dōTERRA was about to change her life.

After faithfully using DigestZen and DDR Prime for a period of time, Lisa saw noticeable changes and experienced a level of wellness she had not enjoyed in years. She remembers, “I saw the powerful effects, and it was mind-blowing. I believe everyone should have these two products as part of their natural wellness plan.”

Lisa and her husband, Scott, were so grateful for the changes they experienced thanks to dōTERRA that they couldn't help but share. Lisa explains, “When I saw how dōTERRA could support

my health, I was so excited. From there, I just wanted to help others feel whole as well. I never want anyone to feel hopeless or powerless in taking care of their health.” In fact, Lisa wasn't aware of the business opportunity at the time—she simply knew she wanted to share the benefits of dōTERRA with as many people as possible.

Scott has been an immense support to Lisa throughout their dōTERRA journey. When they started out, Lisa experienced feelings of extreme stress and anxiousness, which made her unable to teach classes. Scott stepped up and taught hundreds of classes. Lisa is now comfortable teaching as well, and they love working together. In addition to Scott's help and encouragement, Lisa is also grateful for the support of their son, especially as they travel. “I want him to grow up knowing that he has these incredible tools at his fingertips to support his own health and wellness.”

In addition to sharing dōTERRA with as many people as she can, Lisa is

committed to providing resources to help others build their businesses. She says, “When I first started dōTERRA, I didn't know where to go for resources. I didn't know how to share, follow-up, or enroll. I want to make resources for people who don't know where to look or can't afford other resources. Sharing and building should be simple.” To reach this goal, Lisa has set up an online resource center where builders can find tips and download documents, handouts, videos, and other resources for free. This is her main focus now—helping others find the dōTERRA spark that has changed her life.

Looking forward to the future, Lisa is excited about continuing to share both the oils and the business with others. “My goal has always been to help and serve others. I'm genuine when I share, because I truly want to help them find a solution to their problem, and I want to build long-term relationships. I feel fulfilled in life because I have found my true purpose and calling.” Together, Lisa and Scott feel that nothing can stop them from sharing now. As Lisa says, “Happy oiling!”

“Everyone needs what we have in these brown bottles, but they won't know unless we share.”

BUILD YOUR TEAM

Foster a culture of service.

“We have a Facebook community where everyone supports one another. If we go on vacation, people can still ask questions and get the answers they need. Complete strangers help each other.”

Create a resource center.

“Don't set yourself up as ‘1-800-I-AM-OILS.’ You can't answer everyone's questions all the time—you'll work yourself out of business. Set up a resource center so people can help themselves and support each other.”

Set solid boundaries.

“Legitimize yourself as a business by setting boundaries. If someone wants to meet with you, set an appointment. Shut off your phone during family time. Run it like a business, and others will reciprocate.”

Joe & Anne Tetzlaff
SPRINGFIELD, ILLINOIS, USA

A Heart for Service

“I am so thankful for my incredible upline leaders, as well as every member of my team. I could not achieve what I have been able to without them.”

Before dōTERRA, Anne Tetzlaff’s experience with MLM companies was largely based on her friends who sold products like cosmetics and accessories. Based on what she saw, Anne felt that direct sales might not be a fit for her because people can only buy so much of a certain product, and her friends often shared that they didn’t make much of a profit from their work. Then Anne discovered that dōTERRA was different.

Although at first Anne insisted that she would never be involved with the business side of dōTERRA, she fell in love with the products and naturally started sharing them. The thing that changed her attitude toward the business was realizing what sets dōTERRA apart: the amount of people you can help with dōTERRA is unlimited. Anne explains, “If you tell someone about dōTERRA, and then they tell someone, and then they tell someone else, the process keeps repeating itself, and the potential is unlimited. dōTERRA is a product that everyone needs every single day, unlike some products that you can only have a few of before deciding you don’t need any more.”

Once Anne realized the potential of dōTERRA, she dove in. With a background in training healthcare

providers, Anne was prepared to understand people’s needs when it comes to how the oils can support their health. She loves that by sharing essential oils, she can

help others improve their lives. “Helping others live a healthier life and find solutions to their issues motivates me to continue building my business.”



TOP STRUCTURE TIPS

LOOK AHEAD

“I structure my business with my long-term goals in mind. I am always looking one or two ranks ahead. I recommend placing people of similar geographic areas together, as well as keeping families together, and individuals with similar interests. The power of synergy will help your business thrive much faster than having competing legs.”

KEEP FAMILY TOGETHER

“You should always keep family together when structuring legs for your business. A daughter should go under a mother (or vice versa), and so on. Family bonds strengthen immensely when they get to experience dōTERRA together, attend events together, and help others together. It is a beautiful thing.”

ASK YOUR UPLINE

“Utilize your upline to help with placement and talk through things. They have a wealth of knowledge since they have been there already. They know what has worked and what has not. If you don’t utilize your upline and try to do this alone, it will typically take you much longer to achieve your goals, and you may become discouraged.”

Ultimately, Anne shares dōTERRA to help her family and those beyond her family. She explains, “I would like to provide greater financial stability to our family so that we are in a

position to help those outside of our immediate family when God calls us to do so. I have a heart for the people of Myanmar, and more specifically, Myanmar Hope Christian Mission.

I want to be able to travel this world with my family while we share dōTERRA products and help others.” dōTERRA has already provided opportunities for Anne and her husband, Joe, to travel with their children; when possible, Anne likes to include her children in her travel schedule. The flexibility of her business also allows Anne to be home more, which she and Joe feel has been a great blessing to their family.

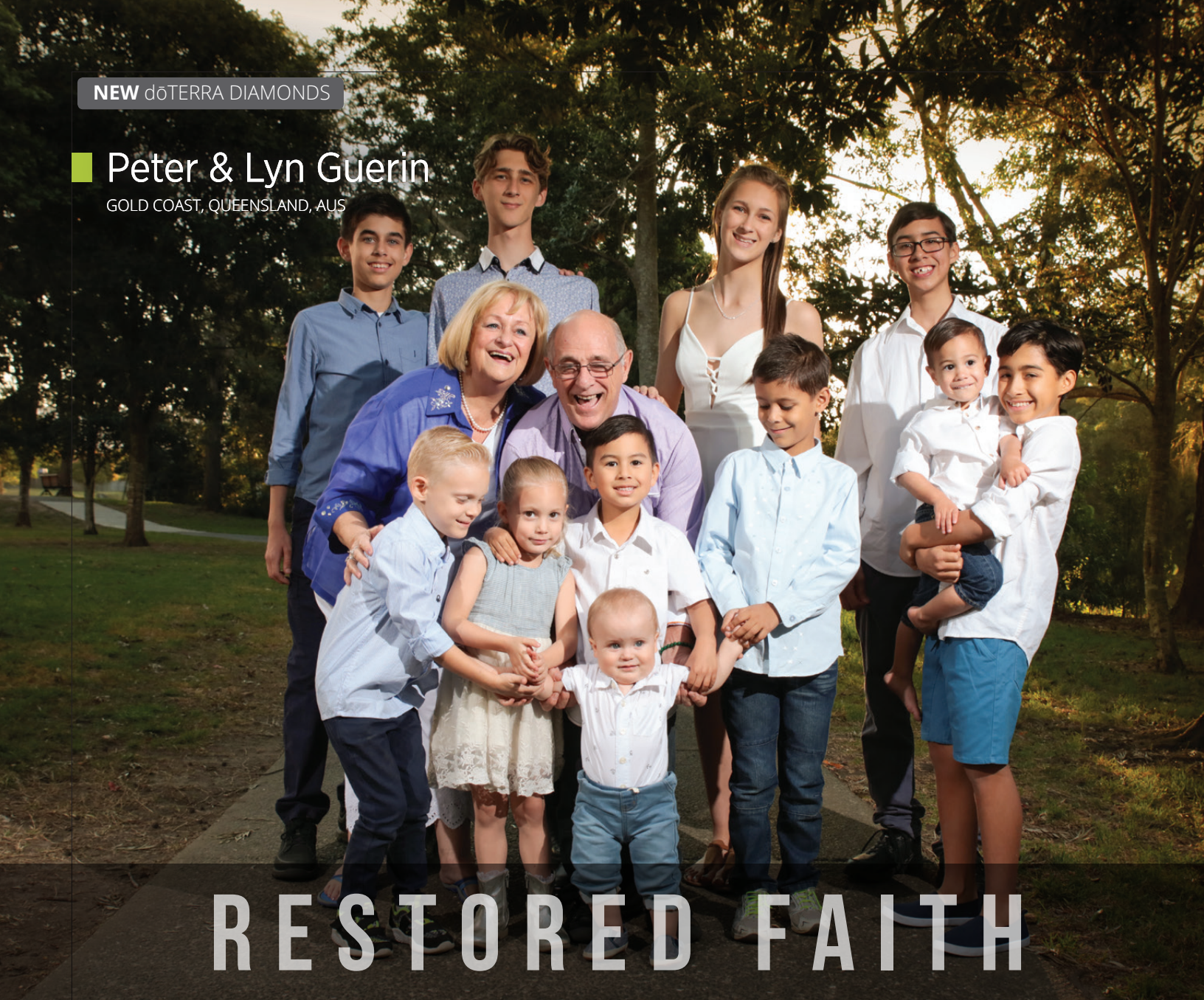
Throughout her journey, Anne has been grateful for the support she has received from her husband, her parents, and her in-laws, as well as her upline, downline, and crossline friends. With a common goal of helping others, they come together to support each other. Anne says, “I’m so thankful for the connectedness that dōTERRA has created.”

In addition to the beautiful relationships Anne has formed, she feels her life has changed in other significant ways thanks to dōTERRA. She explains, “Before dōTERRA, I was much less confident. This opportunity has stretched me in ways I didn’t expect, and it has been the best personal development program I could have ever asked for. It has truly made me a much better person.”

“I share from the heart. I am here to serve others and help them in any way I can.”

Peter & Lyn Guerin

GOLD COAST, QUEENSLAND, AUS



“We have two goals: to be Presidential Diamond and to see each of our seven children achieve Diamond and above.”

When Peter and Lyn Guerin were introduced to dōTERRA, they had recently stepped away from another direct sales company they had worked with for over 25 years. Peter and Lyn have worked in direct sales for 45 of their 47 years of marriage, but after changes in the former company, they decided to instead focus their efforts on a dance studio they had started with their eldest daughter, Cathy.

Lyn enrolled with an acquaintance but had no understanding of how the oils worked, so she gave those oils to their youngest daughter, Donna. Donna began using the oils with her young son, and eventually asked Lyn how she could purchase more. Lyn recalls, “I contacted customer service, and they helped me renew. I was excited to see that the first Australian convention was being held a couple of days later, only 30 minutes from where I lived, so I registered to go. What I experienced was unlike anything I had ever seen. I had a stirring that this indeed was something special.”

After attending the Australian convention, Lyn started sharing the oils with her family and at the dance studio. She and Peter were disenchanted with direct sales following their experience with the other company, but once Leonie Featherstone explained how the dōTERRA compensation plan is different, Lyn began to feel hopeful again. She was especially excited by the Fast Start and Power of 3 bonuses, and she decided to make the \$1500 bonus her goal. When Lyn reached her goal of the \$1500 bonus and hit Silver in the same

“We now have three generations in our family who are committed to ‘changing the world one drop at a time.’”

month, she and Peter began to see the true potential of the dōTERRA business opportunity. They now work the business together and are committed to doing all they can to succeed. Lyn explains, “We are both prepared to do whatever it takes. We do not have clear-cut roles, but rather work together to get the job done.”

In addition to being able to once again work together in a business they can truly believe in, Lyn and Peter are excited for the opportunities dōTERRA has brought to their family. They have seven grown children, all of whom are now Wellness Advocates and business builders. Two of their grandchildren also have their own accounts. Their entire family—including seven children and their partners, as well as 12 grandchildren—use oils on a daily basis, and they are grateful for how the products support their families.

Thanks to dōTERRA, Lyn and Peter are once again driven by the desire to share a life-changing product and business. They say, “We recommend the dōTERRA opportunity to everyone we come in contact with. It is the easiest ‘business’ we have ever been involved in. It is product driven, and the products work. We never have to apologize for the products or the compensation plan.” As they continue to share, Peter and Lyn are motivated by the opportunity to achieve time and financial freedom, and to share these gifts with others. “We want to thank dōTERRA for restoring our faith in the direct selling industry, for being who they say they are, and for truly providing a vehicle for everyone to achieve freedom in every sense of the word.”

PROVIDE

1

PROVIDE INFORMATION. “We give a ‘Support Pack’ at the time of enrollment. This has invaluable information for the new person. We make sure that we add the dōTERRA Fractionated Coconut Oil if they chose a kit that doesn’t include it. We also give roller bottles and blend recipes so they can start using their oils confidently as soon as their order arrives.”

2

PROVIDE SUPPORT. “We have a secret Facebook page that offers a great community and support to the newly enrolled individuals. We welcome them there, and they can ask any questions in a safe environment. It is our mission to make sure that the new person feels supported and connected, whether they are using the oils for themselves and family, or are aspiring to build a business.”

3

PROVIDE SIMPLICITY. “When we introduce the compensation plan, we point out how inexpensive this business is to get involved in. We also point out bonuses like Fast Start and the Power of 3. We are very much about helping others get rewards as quickly as possible.”



Sam Cannell

HINDMARSH VALLEY, SOUTH AUSTRALIA, AUS

REWRITING HER STORY

“There’s so much more we have to share and many more lives to impact, so I couldn’t possibly stop!”

When Sam Cannell first heard of dōTERRA, it sounded too good to be true. She read stories on Facebook from people who were raving about the oils, but no one near her was involved in dōTERRA, so she had no firsthand experience. Finally, when one of Sam’s friends joined dōTERRA, she decided to bring it into her life.

Sam had previously built a health coaching business with a successful online program for women, and she had a variety of businesses before that, so she felt prepared to build a business. The dōTERRA business opportunity interested her from the beginning and seemed like a great fit. Sam explains, “My health coaching business was burning me out, and I knew I needed another income stream. It was crucial that I find a product that aligned with my values and that I could confidently recommend to people. Everything about dōTERRA felt aligned for me—the products are 100 percent pure and natural, the company has integrity, and the culture is all about serving others.”

The culture of dōTERRA has made all the difference for Sam as she has built her business. She loves being able to help and serve other people as she shares the oils, and she also loves seeing the growth of her team. This is an integral part of her Why. In her own words, “I want to see my leaders achieve success and financial freedom. Many of my team are mothers, and the dōTERRA business really gives women an amazing opportunity to rewrite their financial story.”

In addition, Sam is eager to rewrite part of her own family’s story. “A major part of my Why is being able to create the financial freedom for our family to be able to spend much more time enjoying life together. I grew up with a father who traveled a lot for work, and I missed him dearly. I want to rewrite that story for my own children.” To enable Sam to build her business and reach this goal, her husband and children support her however they can. Her husband helps take on responsibilities at home, and he is

also becoming more involved in the business. Their daughters love the oils, and have even started sharing them with their friends.

For their family, the key is working together for a common goal. “We have a shared family vision for what our life will look like when we reach Blue and Presidential Diamond, so they understand that this is all worthwhile.” Because of the great experiences their family has had with the oils, they are all committed to sharing dōTERRA. Sam explains, “We have seen such incredible benefits with our own family’s health that I want every household to have these oils in their wellness toolkit. Empowering other families is why I will never stop doing this business.”

The changes Sam and her family have experienced drive them to continue their dōTERRA journey. “There is so much more freedom and choice than we’ve had before. We can see that our longer term goals are getting closer to becoming a reality, which is very exciting!”



GO FOR DIAMOND

BREAK IT DOWN. “When you break Diamond down to Elites, it feels so much more doable. I used a rank tracking spreadsheet and updated it daily so I knew exactly what we needed to do. All of our Elites knew that we wanted to go for Diamond, so getting them on board is important too.”

COMMUNICATE REGULARLY. “Communicate with your leaders regularly and ensure you know exactly what is planned on each leg in terms of classes. Communicate your vision with your Silver leaders, and then you can focus on the Elites together.”

BE UNITED. “I did Diamond Club, and in the final month, we decided, quite spur of the moment, to go for Diamond. The momentum we created in that month still blows me away. It showed me that anything is possible when your team has a united vision.”

“We have created a beautiful, inclusive team culture where everyone is passionate, committed, and supportive.”



Holly Pauro

THE VINES, WESTERN AUSTRALIA, AUS

"Not only have I found my true purpose and passion, but I love all of the opportunities I've been given in such a short time."

Passion Meets Purpose

Like any other parent, mother-of-five Holly Pauro is dedicated to helping her family stay healthy. While trying to prepare for winter, Holly noticed a Facebook post about a "Preparing for Winter Wellness" workshop. This piqued her interest enough for her to attend. Although she was skeptical, she was committed to supporting her family's wellness, so she decided to try some essential oils.

The results were anything but what Holly expected. "I was pleasantly surprised! I had used store-bought oils before with no success, but this was different." She quickly became a

faithful product user, and although she had mixed feelings toward direct sales, she decided to start a business as well once she saw how many people she could reach.

Holly is especially passionate about sharing dōTERRA with other parents. She explains, "I wished I had these oils when my girls were little babies, and I imagined how different our lives would have been with them. I have a strong desire to help other mums who are in the same situation I was." Holly also felt that the dōTERRA business presented strong opportunities for growth, which coupled perfectly with her passions and goals.

As Holly has grown her business, she and her family have seen huge, positive changes in their lives. Holly and her husband, Dan, have five children, and they love seeing their children able to support themselves with natural solutions. They are also looking forward to the time when Dan can leave his demanding business in order to join Holly in dōTERRA. For now, Dan takes on responsibilities at home to allow Holly to grow her business. Holly says, "Dan held down the fort at home while I built to Diamond, which I think would have been harder than what I was doing. He has worked

incredibly hard for our family so we can have what we have. This inspired me to now return the favor and create a life where he doesn't need to stress about his business, but we can still have the money to continue our lifestyle."

Even with Dan's constant support, it has been a challenge for Holly to balance family with business. She has found that the key is to create time for each. "I block out family time on

my calendar, and I only allow so much time for workshops so I'm home and present more for my children. I don't think there's such a thing as 'balance'—it's a constant juggle, and you need to focus your time where it's needed at any given moment." Now that she has reached Diamond, Holly is enjoying more time freedom than ever before.

Looking forward, Holly remains eager to continue sharing the benefits of the oils

and to see her team advance as well. She says, "I love the idea of inspiring others to turn to nature to care for themselves and their loved ones. I love to inspire others to live healthy, positive lives, and to nourish themselves with natural remedies. I also cannot wait until my team is earning money like I am and enjoying the freedom for their families that we are. For me, it's passion meets purpose, which is the perfect combination for a thriving business."

INSPIRING ADVICE

STAY POSITIVE.

"Jump straight in and face your fears. Maintain open communication with your partner, and together have a positive mindset each and every day. Do not think for a moment that you can't be successful in this business—anyone can do it if they want to."

INSPIRE YOUR TEAM.

"Instead of trying to push my team to grow, I try to set an example, and hopefully they replicate it. I've loved what I've done since the moment I started building my business, and everyone can see that. Rather than motivating my team, I inspire them."

BE TRANSPARENT.

"Always be transparent, and do not compare yourself to others. Don't be afraid to talk about ranks and money. It's real, and anyone can achieve it. I feel there's a stigma around talking about money, but it's a very real part of why people build a dōTERRA business."

■ Dr. Michelle Gross

MOUNT FOREST, ONTARIO, CAN

“THE CULTURE OF INTEGRITY, LOVE, CARING, AND GIVING BACK TRULY SETS dōTERRA APART. IT’S AN INCREDIBLE FEELING TO BE PART OF SOMETHING SO PURE AND SO POWERFUL.”

Fulfillment & Freedom

When Dr. Michelle Gross decided to attend her first essential oils class, she simply wanted to see her former chiropractic college classmate, Dr. Marissa Heisel. During the class, however, Dr. Gross was introduced to oils that she thought might be able to help her son. She remembers, “We had been struggling for a few years with trying to help my son manage his emotions. We had tried everything, but we were no further ahead. After learning about dōTERRA Balance® and dōTERRA Serenity® blends,

I decided to try them for my son because we had run out of options.”

While Dr. Gross initially had little hope that the oils would help, she was happy to be proved wrong. “To my surprise, the oils made a huge difference in his ability to manage his emotions. What really sealed the deal was when we ran out—within a couple of days, it was obvious just how much they had been helping!” Dr. Gross immediately ordered more oils, and she felt a strong desire to learn more and to share.

Both Dr. Gross and her husband are chiropractors, and she has always felt passionate about helping others live healthier lives. Even with a successful chiropractic practice, however, Dr. Gross felt that something was missing from her life. She explains, “I loved and still love working with my patients, but I felt something was missing. Prior to finding dōTERRA, I was searching for something to fill that gap, but was never able to find the right thing. After some time of intentionally building my dōTERRA business, I looked back and realized the gap had been filled! I finally found the joy, passion, and excitement that I had been missing.”

In addition to greater personal fulfillment, Dr. Gross and her husband, Dr. Murray Townsend, are grateful for the changes they have seen in their family. Both of their sons use the oils on a daily basis, and they continue to see great results in how their son is able to manage his emotions with the help of dōTERRA. Dr. Gross also feels thankful to have her family’s constant support. “My mom helps take care of my boys when I’m away from home, my husband does so much more around the house when I’m not able to keep up with it all, and my boys are two of my biggest cheerleaders. I am so blessed to have all of them supporting me along the way.”

From here, Dr. Gross is eager to see where her journey in dōTERRA takes her and her family. She is excited for the freedom her family is experiencing, and she hopes to be able to help others find the same. She says, “Creating the life we want as a family is part of my Why, but helping others reach their goals is also important for me. One of my favorite things is seeing people work past obstacles that they never thought they could overcome. I feel most fulfilled when someone else’s life is forever changed for the better because they realize there is great potential for them in health, happiness, and finances.” Helping others discover their potential is now her goal.



AT THE CORE

GENUINELY CARE FOR OTHERS

“When I share the product, it really just comes down to offering a potential solution for a need I know they are experiencing. If they are interested in learning more, I set up a time to meet with them to discuss things in greater detail.”

DON’T FORGET TO FOLLOW UP

“There are plenty of times when someone hasn’t ordered for a long time, and just touching base with them reminds them that they want to place an order, or that they need support for a new issue.”

BE YOURSELF

“Be your authentic self. We emphasize duplication so much, but that does not mean becoming a carbon copy of your upline or mentor. If you lose touch with who you really are and you try to become someone else, you won’t find the passion and joy that are yours to have in this business!”

Dr. Andrea Ryan

BARRIE, ONTARIO, CAN

“I’ve always worked to educate people on natural solutions and how to care for themselves. dōTERRA integrates so well with that.”

A COMMITMENT TO CARE

When Andrea Ryan started her dōTERRA business, she saw it as a complement to her successful career as a chiropractor. She had always been interested in natural solutions, so essential oils fit in perfectly with her ideology. Then she attended a dōTERRA leadership retreat, and her vision expanded. Andrea explains, “I saw that with dōTERRA, I could affect people’s lives—not only customers, but also the people on my team. I want to

see others, especially women, be able to build the life they want for themselves.”

That desire to help others reach their goals and build their dreams has grown into a strong, deep Why. “I love to empower people to take control of their own lives. They aren’t tethered to the same thing day in and day out for the rest of their lives. I want to help others fulfill their own dreams.” Andrea loves working with those in her upline,

downline, and crossline to help them achieve their goals.

Andrea is also passionate about helping others find the solutions they need. She says, “Especially with my background in health, I love being able to help someone put together a plan. I listen to their needs and help them determine a solution. Don’t try to sell them on something—be authentic.” For Andrea, one key to authenticity in

sharing is only recommending things she would use in her own family, which is where her use of essential oils began.

The first time Andrea used essential oils, she was at a family cottage and was recommended the oils to help with her son’s temporary issue. When she saw how effective the oils were, she immediately fell in love with them. Andrea and her family continue to use the oils every day. She says, “My kids love dōTERRA oils. They always want to know about new products when I come home from events, and they ask which oils they can use for various concerns.” Her husband, who is also a chiropractor, has been supportive of her as well in pursuing her passion for helping others through dōTERRA.

In addition to the health benefits she has seen in her family thanks to dōTERRA products, Andrea is also grateful for the time freedom she has gained thanks to her success in the business. With three children and a chiropractic practice, things are always busy for their family. When asked how she strives to maintain balance between work and family, Andrea says, “You just make it work. It’s a flow more than a balance. It isn’t perfect, but I’m grateful that I can adjust my dōTERRA schedule around my kids’ needs. You can’t do that with a normal 9–5 job, and I’m thankful to have that option.”

The freedom Andrea has experienced thanks to dōTERRA is one of the biggest differences she has seen in her life. “I’m retiring from the practice this fall, and I’m looking forward to being able to be at home. Our retirement is closer now than ever before, and I can’t wait to travel to help people around the world. From here, I’m so excited to see where it goes!”

START OFF RIGHT

ATTEND EVENTS

“Go to as many events as possible, whether they are local or out-of-town events. It’s a big investment, but there’s no better way to connect with people and learn from them. It’s worth it to invest in yourself.”

BUILD FOR YOURSELF

“My upline is incredible, but from the beginning, I understood that I need to be able to do it on my own. Create your own business without relying on your upline or downline. Support each other, but don’t be dependent.”

BE AUTHENTIC

“If you come to the business with authenticity and integrity, you’ll do brilliantly. Share your personal experiences with the oils. Connect it back to yourself and your family. Come from a place that is true and real.”



Diamond Club BASICS

Are you ready to ignite your business like never before? Are you looking for a way to establish new leaders and teams outside of your local area? If so, Diamond Club might be the next step for you.

Qualification

Spring Season

- Qualification month: December
- Application due date: January 7
- Preparation month: January
- Travel months: February to May

Fall Season

- Qualification month: June
- Application due date: July 7
- Preparation month: July
- Travel months: August to November

During the qualification month (December/June):

- Achieve Silver rank or higher
- Personally enroll 3 new Wellness Advocates/Wholesale Customers+ (100+ PV on initial order)
- 10 people on LRP—5 in home area, 5 in one away area
- Have at least one Diamond Club sponsor

The 2018 spring winners will have the unique opportunity to visit dōTERRA partner growers and distillers with Emily Wright to witness first-hand how two essential oils are grown, harvested, and distilled.

For more information, see doterradiamondclub.com.



Janice Johnson & Pierre Garreaud

Saint-Ignace, New Brunswick, CAN

What changes have you noticed in your business because of Diamond Club?

Diamond Club has given our team the opportunity to solidify the relationships with our leaders and our crossline leaders, along with our upline leader. Bringing dōTERRA on the road through Diamond Club has provided a way for us to share, educate, and be of service to a wider population. The member growth was remarkable for us. Diamond Club has given us a personal and business growth spirit.

What do you believe is the key to success in Diamond Club?

Your mindset is a key component to success. Gratitude is the right attitude! Our daily meditation practice was a lifesaver and a good way to stay focused. It allowed us to stay connected and keep our minds clear when the challenges came. The ability to let go and to be able to see the situation as an opportunity to grow and to find another way to our initial goal was also an asset to our success in Diamond Club.

“Not only has our personal growth expanded, but our relationship as a couple has grown.”

Jenny Hainen

Nashville, Arkansas, USA

What have been your biggest challenges during Diamond Club?

The biggest challenge I encountered was keeping my team positive. You can do, share, and grow more when you cultivate a positive environment. It's difficult when this isn't a consistent reality, and I struggle with feeling responsible if someone is down. I have battled with enabling vs. empowering; growth in my team only happens through empowerment and love. When I look back on this as a challenge, I realize it was part of my Diamond Club journey and has only brought my team and I closer. We are now learning how to better walk with each other on our unique paths!

What has kept you going during the Diamond Club process?

To name just one of my favorites: I created a Snaps Jar on our team Facebook page. Anytime anyone did something good, we celebrated—whether it was enrollments, classes, rank advancing, musical productions, art exhibits—anything positive. I hope they will always remember to celebrate the good in all things and to “never grow weary of doing good.”

“I knew I wanted to be part of something that created so much amazing community and connection.”



“In all of this, my husband and I gave ourselves permission to dream bigger, and we feel we are just getting started.”

Megan Spoelstra

HAMILTON, ONTARIO, CAN

A BEAUTIFUL JOURNEY

Like many other Wellness Advocates, Megan Spoelstra started her dōTERRA journey as a product user who was adamant that she would never do the business. When she did agree to try the business, she called her upline after one month and told them she was quitting. But something about dōTERRA kept pulling Megan back—and finally, after attending an inspiring boot camp, she knew she was here to stay.

Megan was introduced to dōTERRA during her fourth pregnancy, and she immediately loved the oils and wanted to share them. She explains, “When I fall in love with something and it works, I love to spread the news.” This has continued to drive her dōTERRA business—simply sharing her love for the oils. She is also passionate about sharing how they have helped her family. Megan and her husband have four children, and the oils are part of their everyday life.

As they have discovered more uses for the oils, Megan and her family

have discovered that one of the best ways to share is to use the oils. “The most effective tactic I have found is simply making the oils part of who I am and my family’s lifestyle. Having four young kids has allowed me to connect to moms everywhere we go. When someone asks me what I’m using or how they can get some, I love telling them what I do and why.” Megan and her husband are truly grateful for the ways dōTERRA has changed their family. Their children love the oils, and Megan says, “They literally use the oils and products from when they wake up to when they go to sleep. I love being able to teach them to follow their instincts, listen to what their bodies need, and be intentional in caring for themselves.”

dōTERRA has also brought financial blessings to Megan’s family. Her husband was recently able to take a new job that is closer to home, which also allows Megan more flexibility in building her business. While Megan is grateful for all of the changes she has seen in her own life, she is now

even more passionate about helping others succeed. “I love my team and those who have partnered with me. My Why now is to lead and guide other women to a place where they are living their best versions of themselves.” In particular, Megan loves sharing dōTERRA with other mothers. She explains, “As moms, we sometimes pour so much into our families that we tend to lose ourselves. Through dōTERRA, I have learned how important self-care is and to give myself permission to do the things I love.”

Looking forward to an even greater vision for the future, Megan is passionate about serving on a larger scale. “I can see how many lives have been touched thanks to dōTERRA and how many will continue to be touched. This inspires me, and it’s deeply ingrained in why I do this. I want to continue to be open to all that God is calling our family to, and I feel He reveals bits and pieces of my Why to me as it continues to evolve and deepen.”

ENCOURAGING WORDS

BE WILLING TO JUMP IN. “If you want to do this, don’t wait until you have all of your ducks in a row. Don’t wait for it to be perfect. Follow your passion and what your soul is craving, and the rest will follow. Be willing to jump in, and be open to change.”

SURROUND YOURSELF WITH SUPPORT. “Don’t allow others’ insecurities or negative opinions to become your truth. Surround yourself with those who support you and your vision. They’ll tell you the truth when it’s needed, but they’ll also be there to love and encourage you.”

TRUST YOUR PATH. “Your path won’t always be comfortable, but it’s truly where the beauty lies. Never allow others to steal your joy, and if this is what you feel called to, find a way. Your passion is your calling. Trust the path God has called you into.”



■ Ben & Ashley Srokosz

CHATHAM, ONTARIO, CAN



FREEDOM TO CREATE

“It’s not about the destination; it’s about the journey. Getting to Diamond will be one of the best and most worthy journeys of your life.”

“Diamonds are **UNBREAKABLE**, but they’re also formed **UNDER PRESSURE**.”

When Ashley Srokosz received her first dōTERRA essential oils kit, she wasn’t certain how to use all of the oils, or if they would even work. But when she saw her friends posting about health challenges on social media, Ashley felt a push to help them. She began offering the oils to others as a way to support their health, and when she discovered that dōTERRA could provide real results, she knew she needed to learn more. Ashley taught her first class only weeks afterward, and several people enrolled. The journey from there has been incredible.

Before she discovered dōTERRA, Ashley worked as a holistic nutritionist. With a background in helping people improve their lives, she found that dōTERRA fit perfectly with her goals. Ashley remembers, “I loved that dōTERRA was all about classes and education, and I knew that I needed to keep spreading the word.”

Because she had negative experiences in the past with network marketing,

Ashley was at first reluctant to dive into the business. But she knew she needed to continue sharing the benefits of the oils, and in time, her beliefs changed. “I had a lot of hang-ups about the industry in general and was almost ashamed to tell people that most of my income was from dōTERRA. I’ve since committed fully to personal development, but it was mostly going to corporate events, like convention and Leadership Retreat, and spending time learning about the executive team that now has me shouting from the rooftops about this company, business, and opportunity.”

In addition to sharing essential oils, Ashley is now dedicated to sharing the benefits of the business opportunity. She loves the freedom the dōTERRA business model offers to herself and others. She says, “My Why is to never have myself or my husband need to work a corporate job that doesn’t align 100 percent with our values ever again, or any of my team members either.

I love that now I can be creative in ways that help to grow my business, and I would love for as many people as possible to feel this feeling!” For Ashley, the key to sharing the business is to share the product first—and often the best builders emerge from those who truly fall in love with the product.

As she has built her business, Ashley has received immense support from her husband, Ben, and her mom. Both offer advice and counsel when they can, as well as helping take care of her son, Aleks. In turn, her investment in the business has rewarded her family—the products help her support her family’s health, and the financial blessings are allowing them to live their dreams. And of course, the personal development Ashley has experienced has been incredible as well. “I’m still the same person, but I’m not the same person. I feel like our lives are now just starting, and we can make it into anything and everything we ever had the courage to imagine.”

WHAT IF...

WHAT IF YOU HAVE OPPOSITION TO dōTERRA IN YOUR LIFE?

“You have to build your faith in the company and the executives, as well as the business opportunity, and consistently do self-development. You need to stay constant and committed in your business when everyone else in your life is trying to pull you off the course. Immerse yourself in your upline’s community of like-minded people who are also building a business.”

WHAT IF YOU AREN’T CERTAIN HOW TO START YOUR BUSINESS?

“Just start and stay consistent. I see so many potential and new builders stop themselves before they’ve even started. Once you start, stay consistent! Focus on the essential skills that create real results: enrollments and LRP. In the long-term, a little bit of time spent now in consistent action will always trump someone who starts off really fast but doesn’t stick with it.”

WHAT IF YOU AREN’T SURE WHETHER SOMEONE WILL BE A GOOD BUILDER?

“I enroll potential builders as Wholesale Customers, and let them know that I want them to focus on getting to know the oils for a minimum of 30 days. Use those 90 days before they upgrade to Wellness Advocates to determine how fast they want to build and to have them show you that they’re committed. Give them activities to do. Actions speak louder than words.”

Jordan & Brianne Hurdal

NORTH VANCOUVER, BRITISH COLUMBIA, CAN

Blossoming

Brianne Hurdal had heard of essential oils before being introduced to dōTERRA, but the factor that shook her world was when she learned of their health uses. Because she loves health sciences, she was drawn in right away and knew that dōTERRA would be part of her life. She was interested in the business opportunity, but several life circumstances at the time left her feeling overwhelmed. When it was finally time for her to jump in, she dove in headfirst.

Because Brianne is so passionate about the health benefits of the oils,

she loves sharing them with others. Changing the way people care for themselves drives her to help bring essential oils to as many people as possible. She explains, “I want people to have alternative, natural solutions for supporting their health. I’m always amazed at how many people don’t know about the oils and their uses. Someday everyone will know how incredible these oils are, and I want to be part of that.”

In sharing these benefits with others, Brianne has found immense help in her own family’s life through the oils. One of

Brianne’s daughters has difficulty self-regulating. For her, dōTERRA Balance® has provided invaluable support. Brianne’s family uses oils on a daily basis for a variety of uses—and they share them, too. Brianne’s husband, Jordan, is an athlete and has even shared Peppermint with his triathlete friends. She feels blessed that Jordan has been supportive of her from the beginning and helps juggle the responsibilities at home and with their children to allow her to build her business.

Brianne’s success has also changed their family’s financial situation. Jordan is a successful realtor, and the residual

“I had lost myself and my sense of who I was. This journey has given me everything back and tenfold more.”

income Brianne has created in her dōTERRA business has relieved some of the stress on Jordan in providing financially for their family. She explains, “When I started, I simply wanted to generate a little income. I never thought I would be able to match my husband’s income. Now I see that I can match it, and even bring him home from his job one day to be with our children more.”

Furthermore, Brianne has seen incredible changes in herself since she found dōTERRA. She says, “We have three young daughters, and being a mom is the hardest job in the world. When I discovered dōTERRA, my daughter was struggling with behavioral issues, and I felt lost. My daughter is very difficult at times, and sometimes I can’t provide the solutions that she needs. At the time, I needed something outside of my family. This opportunity gave me the perfect fit—I wanted to help other people, and I can do that with dōTERRA. My struggles led me to help others.” As she has worked, Brianne’s belief and confidence in herself has grown as well. She calls her team, “Team Blossom” because of how she and her team members have blossomed as they have grown in their businesses.

From here, Brianne’s dreams are bigger than ever. She wants to continue living her passion in helping others, but on an even grander scale with humanitarian and charitable efforts. For Brianne and Jordan’s family, there’s no stop in sight.



“People are drawn to this business because they can see that I love what I do. It’s brought out a side of me that I didn’t know existed.”

ESSENTIAL KNOWLEDGE

- 1 UNDERSTANDING**—“We are a product-focused company, not recruitment focused, and that’s what makes us different from other direct sales companies. People will join you in what we do because we focus on the product, not recruiting people.”
- 2 BELIEVING**—“Have a strong Why. Be authentic and always lead with the intent of helping people. People will be drawn to you because of your energy.”
- 3 STRUCTURING**—“Sometimes it takes a builder a while to show up, so in order to make your volume count where you need it, I recommend focusing on making your first two legs strong, and build to Premier rather than keeping all potential builders on your frontline. Build down, not across.”



Henry Fong
MALAYSIA

Courage to Share

“I’M MOTIVATED BY CO-IMPACT SOURCING® AND THE dōTERRA HEALING HANDS FOUNDATION®. THE MORE I SHARE, THE MORE I CAN HELP.”

Henry Fong was introduced to essential oils by his upline, Elaine, who traveled to Taiwan to learn about dōTERRA. Henry was immediately drawn to the beautiful packaging of the dōTERRA products, even though he was unaware at the time of all of the benefits of essential oils. However, he soon learned of the various uses and health benefits of the oils. Henry quickly became passionate about sharing essential oils with others.

For Henry, one of the greatest benefits of essential oils is their efficacy in supporting his health. He explains, “I prefer natural solutions, so using essential oils to support my health is huge. I love sharing the Home Essentials Kit because it is a great introduction to help people learn how to use essential oils, and to help them experience the power of the oils.” As he works to share the oils with others, Henry strives to keep it simple. He

suggests, “Don’t worry about being an essential oil expert when you’re sharing. Keep it as simple as you can. This helps your new friend easily understand how to use the oils.”

Henry also recommends that you keep it simple as you build your business and structure your downline. For him, the most important part is that he shares dōTERRA with everyone he can. He says, “Nothing is perfect, and we need to adjust ourselves from time to time, especially in building a business. Just share the product with as many friends as you can. Sometimes you will get unexpected results from a friend you seldom contact. You have to try.” Henry enjoys seeing his friends grow to love the oils and use them in their everyday lives.

Even when he encounters challenges and discouragement, Henry maintains his faith in the product and the company. He explains, “My faith in the

product motivates me to continue building. I have never seen a product like dōTERRA essential oils before. We get even greater results than we expect. When I feel lost or discouraged, someone from my business often calls me to tell me of the unexpected results they saw from using their essential oil. This continues to drive me.”

Henry also has a strong belief in dōTERRA as a company. He says, “The founding executives help me feel like a family member even though I am very far away. Every time I hear them share about their humble beginnings, I feel closer to them and more connected to the company. The key to success for an MLM is the company first, the product second, and the compensation plan third. dōTERRA has all of these elements in place.” His confidence in both the oils and the company give Henry the motivation to continue sharing and building.

TAKE NOTE

LET PEOPLE EXPERIENCE THE PRODUCT

“Let your friends experience the products so they can experience the benefits of the essential oils. I prepare a full set of the product to let my friends try, especially the limited-time and seasonal products.”

FIND PEOPLE WHO LOVE THE PRODUCT

“If people don’t like the product, they won’t build the business. Find those who love the product—they will be good at building their business. Their belief in the product will help them share the business opportunity.”

NEVER GIVE UP

“Don’t give up! You might not be the best or fastest builder, but you are still benefitting from the product and the business. If you’re experiencing challenges, you know that your rainbow is just a few steps ahead.”



“My life is changing. I’m gaining more financial freedom and more time to develop myself.”

Matt & Cardin Lopez

GALLATIN, TENNESSEE, USA

THE OIL GEEK

Matt and Cardin Lopez are longtime friends of Scott and Rhonda Ford, and they knew that the Fords used essential oils. Cardin never thought she would have the oils herself until Rhonda shared the oils with Cardin when their son experienced a health issue. Cardin says, “Our lives were completely turned upside down. We experienced the big ‘a-ha’ moment, and with a little encouragement from Rhonda, I committed to becoming a sharer with an intent to build.”

From that moment, Cardin and Matt embarked on an incredible journey. Cardin worked in the dōTERRA business first, sharing her love of the oils with as many people as she could. When she hit Silver and the \$1500 bonus, Matt began studying the compensation plan more closely. He says, “The compensation plan is as good as the oils, and that’s really saying something.” He soon joined Cardin in building their dōTERRA business.

As they work together to share the oils and build their family’s future, Matt and Cardin support each other on a daily basis. Cardin feels that Matt has been her greatest mentor, and they find success in working in their own areas of genius. Cardin explains, “We have learned to divide roles based on our natural strengths, which really allows us both to work from a place of joy. I tend to do all of the social media, branding, and education on the oils, as well as leadership inspiration. Matt works individually quite often with our frontline, especially through mentoring, and he advocates and teaches a lot on the compensation plan and leadership.”

For the Lopez family, dōTERRA is an endeavor they take on together. Their two children love the oils, and their older son, Rhodes, already understands the power of the oils and asks for them regularly. Cardin hopes that dōTERRA impacts her children in an even greater way as well. “I hope most of all that Rhodes and Welles become leaders and developers of people. It is such an important work, and we don’t take lightly that we are raising two young men who will be powerful influences in the world for good.”

Just as they hope their sons will influence the world for good, Cardin and Matt are excited about the good they can contribute to with dōTERRA. They explain, “Our Why began as financial freedom for our kids. Now, it’s more of fueling this fire of a holistic healthcare revolution and inspiring those who have been hopeless.” In addition, they love seeing the progress and development of those on their team.

One of the key areas Cardin focuses on in her team is each individual’s uniqueness. Her Instagram page is called “The Oil Geek” and she has found this to be an outlet for her to be herself. She explains, “The part of myself I hadn’t known how to be or fully express came out through my obsession with oils, which turned to an obsession with people and leadership. It has opened me up to so much self-love and love for others.” As they look forward to continuing to grow together, Matt and Cardin are dedicated to helping others live in their strengths as well.

“The personal development we’ve been led to has changed every facet of our lives. We stay far from scarcity, we champion everyone, and we believe in playing bigger and greater every single day.”

YOUR SUCCESS

CREATE YOUR SUCCESS.

“We both worked in the music and entertainment industry for years before dōTERRA. The entertainment industry is full of what we refer to as ‘gatekeepers.’ No matter your talent or experience, your success can still hinge on a very few gatekeepers who decide your ultimate success. As soon as we looked at dōTERRA and realized, ‘I am the gatekeeper,’ it was game on. It’s been a beautiful realization of total empowerment.”

COMMIT TO YOUR SUCCESS.

“Begin—today! Don’t wait. Commit to growing as a human. Commit to the wellbeing of those around you. Then, act massively and with great joy. Your energy will be irresistible to everyone around you, and you’ll work with purpose and love at every step!”

FEED YOUR SUCCESS.

“Convention is like no other experience in the world. We were completely turned around after attending our first convention as Silvers, and we knew there was no looking back. We have rank advanced after every convention since then, and we’re big advocates of attending live with as many of our downline as possible.”



Mark & Dawn Behm

DUVALL, WASHINGTON, USA

JUST THE BEGINNING

When Dawn Behm was introduced to dōTERRA, she was searching for support for one of her children's health challenges. What she found was that essential oils not only provided natural health support for her child, but they also positively impacted her own "scattered, exhausted, and stressed" state. Dawn recalls, "I explored essential oils and their uses, and I was amazed to see all of the types of oils and the ways they could benefit people." At that time,

however, Dawn was still skeptical of network marketing.

As Dawn learned more about dōTERRA and the exceptional quality offered in their products, she became more comfortable and confident. The moment that made her truly consider the business opportunity was when she spoke with her friend, Rosie Gremmert, about her business. Dawn was intrigued when she discovered that Rosie was

able to make mortgage payments with her dōTERRA earnings. With sharing and teaching skills already in place thanks to her background as a school teacher, church leader, and homeschool parent, Dawn decided to dive into the business.

Dawn and her husband, Mark, see dōTERRA as a blessing to their family. Mark is an animator and concept artist, and they found that his industry was volatile based on production cycles. With

"dōTERRA has empowered me to envision a greater legacy and to ask, WHAT ELSE IS POSSIBLE?"



dōTERRA, Dawn has been able to create a second stream of income for her family. She says, "dōTERRA also aligns so well with my passions, gifts, and natural networking nature." While Dawn is the primary business builder and Mark still works as an artist, Dawn has been grateful for Mark's constant support and insight.

Dawn's family is a key part of her Why. Thanks to her success with her business, their family will be able to do more and more of what they have always wanted. She explains, "Our hearts' desires are to work from home together, travel, pay for college, and donate to charities that we value." The second part of her Why is to help others. "I want to bring ease, comfort, hope, and empowerment to people. There are so many people hurting in the world around us—emotionally, financially, and physically. On the person-to-person level, there is nothing that makes me feel more alive or fulfilled than connecting with someone and bringing some comfort and empowerment." And finally, the third part of Dawn's Why is the ability to create a beautiful community within her team. She says, "Our Heart Nature team is a family that spans the globe, yet creates close friendships and cheers each other on both in business and personally. That fills my heart with joy because this world needs more community, connection, and friendship."

As she considers all that she has accomplished thus far with dōTERRA, Dawn is grateful for the changes she has seen in her life, her family, and her community, but she knows her work isn't done. "I have big goals for my family, and I see so many needs in the world. This is just the beginning. There's so much more learning, evolving, and growing to be done—so much more in my heart and vision than where we are now. Why would I ever settle for less?"

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

TIPS FOR REACHING DIAMOND

IDENTIFY YOUR BUSINESS PARTNERS

"Find your partners within your legs. Not everyone grows at the same pace. Once you identify them, have clarifying conversations about your goals and desires, and ask what theirs are. Then talk about how you will make it happen together."

CONSIDER DIAMOND CLUB

"Diamond Club was a huge key for me because my teams are so spread out. I needed to get to them, and I focused on those key leaders and their areas during Diamond Club so that we could all receive maximum benefits from those four-month sprints."

DON'T DO IT ALONE

"Communicate with your teams and find the people who want to link arms and run with you. Don't rule anyone out until they say and show that they don't want to partner. Your quietest, most unlikely customer could turn out to be your rock star partner."

"NOTHING DELIGHTS ME MORE THAN IMMERSING MYSELF IN THE OPPORTUNITIES TO TOUCH OTHERS' LIVES AND EXPLORING WHERE IT WILL TAKE US AND WHO WILL BE BLESSED ALONG THE WAY."



Marty & Jen Hoyord ■
BOZEMAN, MONTANA, USA

A BEAUTIFUL OPPORTUNITY

"I believe in honoring people by meeting them where they're at, rather than where I'd like them to be."

The first time she dreamt of reaching Diamond, Jen Hoyord was stuck at Silver and five months pregnant. However, at the invitation of Kevin and Natalie Wysocki, who were hosting a gathering, Jen dared to dream big and vocalized for the first time to her husband, Marty, that she believed she could be Diamond. Now, Jen is incredibly grateful for the journey she has experienced since then.

Jen's introduction to dōTERRA came during a busy season in her life. She remembers, "I was in the midst of opening a yoga studio, and it was the holiday season as well. My stress levels were running high." A friend offered her a bottle of dōTERRA Balance®, and a few months later, another friend gifted Jen a starter kit. While Jen loved using the oils at home and in her yoga studio, she didn't see herself being involved in network marketing. Everything changed when she attended convention for the first time. "It was there that I fell in love with the company and the people

behind the oils. My heart really opened up in response to the goodness of this company on every level."

Since then, Jen has been committed to sharing the benefits of dōTERRA with as many people as she can. Her focus is on finding the solution that fits each person's specific needs and goals. She explains, "When sharing, it's all about what the individual truly needs to improve their experience and quality of life. Sometimes they need the oils the most, but sometimes it's the business opportunity that would meet their greatest need." With a naturally empathetic personality, Jen works to meet each person's needs with a loving, listening ear.

As she works to share with more people, Jen never loses sight of her goal to serve others. In considering her Why, she says, "I know God calls me to serve, and I am motivated because I don't want anyone to feel hopeless, limited, or without options in this brief and unpredictable life. I know His grace and

mercy and goodness, and I know He wants more for me and others."

Jen's family is another important part of her Why. dōTERRA has helped her family financially, and she wants her family to have deep, unique experiences in life. Family has always been most important to Jen and Marty, and in comparison to some challenges their family has faced, building a business seems a small task. Jen explains, "After our six-month-old daughter experienced serious health issues, I gained a new perspective: The things that had seemed scary and hard in my business before no longer seemed so bad after walking with Poppy through her health challenges."

Thanks to dōTERRA, Jen is blessed to be able to spend every day with her young daughter now. Their family has also been able to travel together, hope together, and grow together. In the long run, however, Jen knows this is only part of the journey. "The space and possibilities that seem to stretch out before us are incredibly sweet."

GROWTH TIPS

Let go of perfection.

"Whenever possible, let go of perfectionism, and get out of your own way. Things are about to get messy, wild, and beautiful. There are things on this path that will surprise you, delight you, scare you, and take your breath away."

Stretch yourself.

"I encourage my team to work in alignment with their unique gifting and to find those elements of the business that excite them, but that are also right outside of their comfort zone. Lead with your strengths while simultaneously stretching yourself."

Don't give up.

"Always keep going! Do it afraid if you have to. And let people walk with you. This is not a path you're meant to travel alone. I am always so humbled by the ways that both my upline and downline are rooting for me and my family."



Kaliko & Maile Maii

HONOLULU, HAWAII, USA

“Our impact is even more than what we can imagine right now.”

TRUE SERVICE

Kaliko and Maile Maii were new parents when they were first introduced to dōTERRA essential oils. They had always been interested in natural solutions and felt this was especially important for their children. When a friend gifted some oils to Maile, she and her husband started experimenting with various uses—and discovered that the oils worked every time.

Maile recalls, “We were first-time parents, and we didn’t know what to expect or what to do in every situation.

With the oils, it became natural for us to look for our own solutions. It’s empowering, and it’s fun.” This has become a big part of how and why Maile shares—helping other parents support their families. “It’s amazing to have tools like these oils at your fingertips. You have the answers you need.”

Now, Kaliko and Maile’s children know essential oils as a go-to in supporting their health. Maile is also happy that her daughters see her serving others as she helps others learn about the oils. She explains, “My children are

still young, but the older two girls understand that I share the oils to help people care for themselves and their families. It’s important to me that they understand how to serve people and that I enjoy helping others.”

Maile also feels passionately that the dōTERRA products and business opportunity can make a significant difference in people’s lives. In fact, she firmly believes that sharing dōTERRA can change whole communities. “I am Hawaiian, and I live in Hawaii. There are a lot of things that need to be

MAKE DIAMOND A GOAL. “I saw myself hitting Diamond from the start. It’s inevitable for anyone who commits to the business and doesn’t quit. If you want to have a real impact and serve others, you’ll end up as Diamond, Blue Diamond, and Presidential Diamond.”

BUILD YOUR LEADERS. “The key for me was investing heavily in my leaders and helping them rise up to Silver in their own right. This business is about whom you partner with and helping them achieve their goals. Get in the trenches and help them reach it.”

COMMIT TO dōTERRA AS A BUSINESS. “We have a well-designed compensation plan; it isn’t a get-rich-quick scheme. Anyone can do it, but not everyone will. You would never expect any other type of business to be successful if you don’t put in the work. This is no different.”

fixed in Hawaii. The only way to create change is for people who care to have the influence to change things. I see dōTERRA as a way for me to help uplift and set others free financially, so they can have the freedom to live their purpose.” Maile is inspired with a broad vision of how dōTERRA can play a role in bringing needed change.

“I can’t imagine being a mom without oils. There’s nothing like having these tools at your fingertips.”

As Kaliko and Maile’s business has grown, they have been grateful for the community they have built themselves as well. Maile says, “Start with an attitude of abundance, not lack. The right people will be on your team because they will be attracted to you.” Rather than focusing on enrolling as many people as possible, they focus on creating a community that people will be drawn to. Maile and Kaliko are dedicated to fostering a culture based on education, service, and generosity.

Service has always been an integral part of Maile’s life. When she was a new mom discovering dōTERRA, she felt this could be the opportunity to find fulfillment. She explains, “I’ve always had a passion for service, and my background is in non-profits, but when I found dōTERRA, I was a stay-at-home mom. dōTERRA helped me see the bigger picture as a way to help people and give them a way to change their lives. dōTERRA amplifies how I can give service.” From here, Maile and Kaliko are motivated to continue building up and serving others. “I want to impact my community, and I want to serve people. This is what I need to do.”



**“Don’t sell, educate.
Teach people how to
use essential oils and
how they’re going to be
beneficial in their lives.”**

Billy & Allison Brimblecom

LENEXA, KANSAS, USA

THE RIGHT FIT

When Allison Brimblecom was introduced to dōTERRA by her friend, Mary Hyatt, she was a new mom searching for natural solutions for her son’s health. After attending one class, Allison was sold. She says, “I wanted my baby to have as natural of an environment as possible, and I knew right away that we needed the oils in our home. I felt like they were the missing piece of a puzzle when it came to how we took care of ourselves.”

Although Allison knew right away that she needed the essential oils in her home, she was slower to jump into the business. She was part of another direct sales company at the time, and she was uncertain about leaving that company to join dōTERRA. When she started seeing the success of other Wellness Advocates, however, Allison knew that dōTERRA was unlike any other company. The focus on education was also a great fit for Allison. She explains, “I was a public elementary school teacher for 10 years. Teaching oils classes was a natural fit.”

Between the earning potential and the emphasis on teaching, Allison knew dōTERRA was right for her.

Allison loves seeing the changes her family has experienced thanks to dōTERRA. Her husband, Billy, has been supportive of her in the business since day one, and they feel grateful for their financial success. “When I came home from that first class and told Billy we needed to buy oils, we had very little money in the bank. Our finances were so tight in the situation we were in as a teacher on unpaid maternity leave and a freelance musician.” Now, Billy and Allison have been able to purchase their own home and are on their way to becoming debt free.

In addition, Allison is grateful that the residual income allows her to spend more time with her two children. When she had her first son, she did not receive paid maternity leave, which created financial stress on their family. By the time she had her second child, her dōTERRA business allowed her to step back from her work to enjoy time with

her newborn without worrying about finances. Being home with her children has been important to Allison. “I’ve always dreamed of being a stay-at-home mom, and dōTERRA has given me that freedom. I’m so grateful to be able to enjoy activities with them that I thought I’d only be able to do on weekends.”

As she continues to build, Allison feels passionately about giving this same opportunity to other women. Her Why also includes being able to give back. In Allison’s words, “My husband is a cancer survivor and amputee. He runs a non-profit called Steps of Faith Foundation. They get prosthetics to people who can’t afford them. We love being a part of this mission, and we want to help as many people as we can.” In all that she does, Allison feels that she has been led by God to this place in her life. “Being led here by God has been a true miracle. Our company is literally changing the world. There is something so wonderful in being part of a business that fuels your passion and connects you to a greater purpose.”

ATTRACT YOUR TEAM

Share authentically.

“I’m very passionate about natural health because of some health struggles I experienced. Sharing my health journey over the years has attracted people who want to help. I think people can see that sharing the oils comes from an authentic place in my heart and my life and lifestyle.”

Be a product of the product.

“I use the oils and products every day, and I can’t imagine life without them. I think that’s an important piece—that I am first and foremost a product of the product. I use social media often to share my love of the oils, which helps me connect to my larger network.”

Do what works for you.

“Some people may think that texting or messaging is impersonal or ineffective. I’ve found, however, that most of the people I help—busy moms my age—prefer it. If they have been to a class or tried a sample, I usually follow up a few times via text or message, and invite them to the next step.”

Invite people to join you.

“Don’t be afraid to invite people to join the business with you early on. It takes confidence in yourself and your long-term vision to invite people in when your paychecks are still small. But if you can wrangle your fears and invite people in, there will be no stopping you.”

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

Leader



Corinna Barrus
Presidential Diamond

You asked, she answered. We took your most pressing questions about the business and asked one of our top dōTERRA leaders for her advice from her years of experience.



How do you explain to people why dōTERRA uses the MLM business model, and how this differs from a pyramid scheme?

A pyramid scheme is illegal and involves moving money from person to person without a business or service attached. dōTERRA is a company that is completely product focused, so by definition, it is not a pyramid scheme. What some people think of when they use the term “pyramid scheme” is that there are a few at the top making all the money, and you have to get in at the beginning. This is untrue as there is unlimited earning potential for all in dōTERRA, and the top leaders did not all join in the beginning. What I love about dōTERRA and the MLM model is you are paid for what you and your team produce, not where you are in the team.

As to why dōTERRA would chose the MLM model, I see this as a brilliant choice to allow for the education that is necessary for people to understand and use our products, as well as the immense joy that comes from being able to share these products person-to-person. I think dōTERRA also chose this model as a means to lift and empower families all over the world with not only the best and most effective essential oils, but also to help individuals and families have their own businesses, and to create financial wellness and the freedom to give and serve. The MLM model is the most enlightened business model there is: equal opportunity based on achievement, we succeed as a team and by empowering others, and we are forced to grow and become a better version of ourselves in the process.

How do you encourage your team to duplicate your systems, methods, and attitudes?

I think first you have to model what works—be the example and lead from the trenches. I think all good builders do this, but the next step is giving your team opportunities to step into the systems and attitudes by giving them real-life opportunities to lead. I do a lot of trainings, events, and retreats, and I give my team opportunities to duplicate by coming alongside, modeling, giving them real-life experience, and then being willing to go over it with them, give feedback, ask questions, and help them figure out what they need to do.

Attitude comes from the top down, and we are blessed with an incredibly high-vibe team because we serve with love, encourage, acknowledge, and celebrate each other. I also have had to have very good boundaries and have asked a few to leave the group if they were constantly negative and hurtful to others. As leaders, we are guardians

of the culture. It is mostly achieved with joy, love, celebration, and giving people a chance to shine, but it also involves the hard work of having good boundaries, saying no, and not allowing toxic people or situations to get too much air time and spoil it for all.

What would you like your downlines to know about you?

I want them to know that I love them, I appreciate them, I see the best of what is possible, and when I push them too much, it's because I love them and see the potential. I want them to know that I am human, full of faults and fears, and like most people, I am only really good at a few things. I figured out what those were, was unwilling to let fear rule me anymore, dug in, leaned in, and did a ton of personal development work. I was and am still willing to grow, to have real conversations, to look at my flaws and to get better. I want my team to know that if I can do it, they can do it. 💚

Brian & Amanda Trent

HAMPTON, SOUTH CAROLINA, USA

DESIGN THE LIFE YOU LOVE

When Amanda Trent noticed her friend, Spring Esteppe, posting on Facebook about essential oils, she was intrigued. Amanda and her husband, Brian, have always loved to turn to natural solutions for overall healthy living. While they had no experience in direct sales, they saw that dōTERRA provided an opportunity for them to become entrepreneurs with minimal financial risk. They say, “Once we loved the products and saw the tremendous value in them, we could whole-heartedly recommend them.” With a commitment to helping others experience overall health as

well, Brian and Amanda share with hearts dedicated to service.

In addition to helping others find natural solutions, Brian and Amanda are also driven by a desire to give back to their community. As pastors at Lighthouse Church in their small town of Hampton, they already gave of their time, but they wanted to be able to give of their finances as well. They explain, “Some of our goals include giving generously to our church, supporting a children’s home being built in Liberia by our friends, supporting our friends who moved to Guatemala to serve in an orphanage, and more.” Thanks

“When we’re contributing to someone else’s life, that’s when we’re the happiest.”

to dōTERRA, Amanda and Brian are finding financial success in a way they have not previously experienced and are now debt free.

As they utilize their financial freedom in order to give back and help others, Amanda and Brian are also grateful to enjoy greater time freedom. “dōTERRA gave us freedom from the time restraints of an 8–5 job. We have the flexibility to spend more time with our kids.” Brian and Amanda have six children, all of whom love using essential oils on a daily basis. Their eldest daughter also joined dōTERRA when she was 18 and is now a Silver.



“We want to build for a purpose much greater than ourselves. We hope we can be like the Good Samaritan.”



Amanda and Brian love making the dōTERRA business a family business. They explain, “Many hands make light work. Our kids participate as much as possible. We’ve been able to travel a lot because of dōTERRA, which has been an awesome experience for our kids. Our parenting philosophy has always been experiences over things.” Their children also share dōTERRA along with Brian and Amanda—in fact, several people have asked the children for oil advice, and have then enrolled after speaking with the kids first!

Because they work dōTERRA together, Brian and Amanda constantly support each other in both business and family responsibilities. Rather than

having strictly separate roles, they each do all they can. “When we see something that needs to be done, we just do it. Whether it’s homeschooling the kids, potty-training the toddler, responding to an email, taking a phone call, or lending a hand in the community, we make it happen.”

Throughout it all, Amanda and Brian never lose sight of their goals in sharing dōTERRA. As they work to create the life they desire, they remain dedicated to serving others first and finding joy in the journey. “You don’t have to arrive at a certain level to feel good about your life. The journey is just as fulfilling as the destination. We love that we’re not finished yet. The best days are still ahead!”

PERSONAL DEVELOPMENT POINTERS

FOCUS ON GIVING. “Don’t forget the most important principle—giving. What can you give? It might be education, time and energy, or training. Find your motivation through what you can give to others, and you’ll find that things will fall into place for you.”

USE YOUR OBSTACLES. “Whatever your obstacle is becomes the way. Bad leaders are destroyed by crisis. Good leaders survive crisis. Great leaders are improved by crisis. View your obstacles as a chance to grow and an opportunity to become stronger, wiser, and bolder.”

GENUINELY CARE ABOUT OTHERS. “Be authentic and genuine. Keep your heart on service. Care about others’ health and what is happening in their lives. Help them find the most value for their health and dollars.”

Adam & Cassidy Holdsworth

SAN ANTONIO, TEXAS, USA

GROWTH THROUGH STRUGGLE

“There was so much growth and struggle on the way to Diamond. It wasn’t easy, but it was worth it.”

Cassidy Holdsworth was invited to classes to learn about dōTERRA for several months before she finally accepted the invitation and attended. That first class changed everything for her. She remembers, “I was sold after that class. I was so excited! I couldn’t wait to go to a second class and learn more.” In addition to being immediately drawn to the oils, Cassidy was also eager to jump into the dōTERRA business opportunity.

From the beginning, Cassidy has received amazing support from her mom, who purchased her first oil kit for her, as well as from her husband, Adam, and her enroller, Cara Fines. Building a business has brought change to Cassidy and Adam’s family, but they wouldn’t trade it for anything. Cassidy explains, “This was the best thing for our marriage. There were some growing pains as our life shifted—I started traveling more, and Adam took on more responsibilities at home. He has always believed in me and supported me, and so our roles shift and evolve as we grow.”

Cassidy’s family is also a significant part of her Why. She has a goal of providing for their family so Adam can align his work with his passion. As parents, they

“The lessons I learned from dōTERRA are far beyond what I could’ve imagined. I could lose everything tomorrow, but I would still have the personal growth and wisdom gained. And that’s priceless.”



are grateful for how dōTERRA has impacted their family’s life as well; their three children love using essential oils to support themselves. From her experience in caring for her family while building a business, Cassidy believes that perfect balance is a myth. “If you’re always looking for balance, you’re going to be disappointed. I believe in priorities, not balance.” For Cassidy, the key is to determine her priorities on a day-to-day basis.

In addition to supporting her family, Cassidy is also dedicated to sharing dōTERRA products in order to bring awareness to others. She explains, “I like to rock the boat and disrupt what people think is real and true. Bringing awareness to others keeps me curious, and it’s a big part of my Why.” Cassidy loves introducing essential oils to people as one step they can take to support their health.

Overall, Cassidy’s dōTERRA journey has been one of change and growth. She feels that accepting failure is one of the greatest lessons she has learned along the way. She says, “We hear so many success stories, but we don’t hear enough failure stories. There were several times when I thought I was going to hit Diamond, and then I didn’t. Sometimes you have to simply pick yourself up and keep going after a failure.” Thanks to her perseverance and persistence, Cassidy has found success in accepting failure.

Cassidy cherishes the incredible personal development she has experienced over the last few years. “I am very introverted, and that hasn’t changed—it’s part of who I am. However, dōTERRA has opened up my world. It has brought so much richness to my life in the relationships I’ve formed and the people I’ve met. My dōTERRA experience has also improved every relationship I already had. I’m a higher version of myself.”

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



CREATE SUCCESS FROM THE FAILURES

CREATE AN ACTIONABLE PATH. “Sit down with your enroller and have an open, honest conversation about where you are and where you want to go. Together, create a plan for success that fits you. When instructing my leaders on how to mentor, I always tell them, ‘Potential is only as good as the action that follows.’”

BE TEACHABLE. “Be as humble, open, and teachable as possible. You might have an amazing skillset already, but if you aren’t teachable, then you’ll get stuck and plateau. Growth requires humility.”

LEARN TO EMBRACE FAILURE. “Develop resilience to struggle. Don’t compare yourself to other people’s stories of success. Hitting Diamond or any other rank is a moment in time, and then it’s back to your journey. I love the Zen proverb, ‘Before enlightenment, chop wood, carry water. After enlightenment, chop wood, carry water.’”



Erin Patel

BARTLETT, ILLINOIS, USA

Dedicated

During her second pregnancy, Erin Patel discovered dōTERRA while she was searching for natural health solutions. She remembers, “I was pregnant and very uncomfortable, but when I put on the oil, I just melted into the bed.” Everything she tried with the oils worked, and once she saw how the essential oils supported her health following the birth of her second son, Erin was committed.

As soon as Erin found that essential oils were so effective in supporting her needs, she immediately invited

a friend over who had also recently given birth. Erin explains, “I wanted her to experience the benefits of the oils as well.” She enrolled a few people soon after as she began sharing the benefits with almost everyone she spoke with. After achieving Silver within a few months, Erin realized there were numerous people who could benefit from dōTERRA yet had never heard of it.

With a background as a nurse practitioner, Erin feels passionately about providing people with natural alternatives to support their health.

She says, “I want to share that natural solutions are both safe and effective. I want to change healthcare and make people more aware that they have options.”

Erin and her husband have two sons, and they are grateful to be able to use essential oils in caring for their children. “My kids love the oils. If anything goes wrong, they ask for the oils. It has been eye-opening to see how they are so young, yet they recognize the benefits.” Erin also wants to share dōTERRA products with other parents. She says,

“The game-changer for dōTERRA is the sourcing. That’s what truly separates these oils from others.”

“I want moms to know that there are natural options. I feel it’s especially important for first-time parents, because they don’t always know what to expect or where to turn.”

In addition to providing her family and others with natural solutions, Erin is grateful for the various changes dōTERRA has brought into her life. Thanks to her success, she and her husband have been able to purchase a house, and Erin has been able to stay home part-time following the birth of her second son. She has also met some of her closest friends thanks to dōTERRA. In her words, “Everything has changed.”

While she has long been committed to sharing the benefits of essential oils with others, Erin felt a push this year to reach Diamond. Her father, who had always been extremely supportive of her and her business, passed away this year. He had planned to travel to Utah to see Erin walk as a Diamond at convention, and his passing was very difficult for Erin. Following his death, Erin’s business hit a slump as she struggled with motivation. She says, “My team decided to push really hard, and I hit Diamond so I could walk at convention. My dad had bought my mom a beautiful dress that she never had the chance to wear, so I wore that dress to walk. It was all dedicated to my dad. It meant so much to honor him this year.” From here, Erin is excited to see where else dōTERRA takes her in her personal and professional journey.



SUGGESTIONS FOR SUCCESS

FOCUS ON THOSE WHO ARE READY. “Some people aren’t ready right now. Move on and go for the people who are ready. Don’t get discouraged by people who aren’t ready yet. Give them information and move on, and they’ll come back.”

LET YOUR PASSION SHINE. “Follow your heart and go for it. Don’t get discouraged; just keep going. When you follow your heart, the passion shines through. I would be doing this even if I didn’t get paid because I truly believe in the oils.”

CREATE YOUR OWN CULTURE. “I’m very education focused, and I’m a big giver. I focused on creating an online community for my team and helping people receive the education they need. It’s a great way to support the people we’ve enrolled.”



“dōTERRA is a vehicle that keeps me moving and becoming the best version of myself that God desires me to be.”



NEW dōTERRA DIAMOND

Joy Tarpley

NEWNAN, GEORGIA, USA

Better Together

Although Joy Tarpley had been interested in natural solutions for years, she was skeptical when she was first introduced to dōTERRA essential oils. After her own oil experiences, however, she became a believer in how effective they are. The oils helped her feel empowered and equipped to serve her family.

Joy was involved in another direct sales company at the time, so she understood the benefits of this type of business model. She originally thought she would “do the dōTERRA business” to one degree or another, but her business took off quickly, and thanks to the generous compensation plan, Joy quickly decided to do her dōTERRA business full time.

For Joy, the key to successful, heart-centered network marketing is honor. She recalls, “When I first began the journey of direct sales, I had a heart-to-heart conversation with God. I asked Him whether I could do this type of business in a way that would draw people to me rather than pushing

them away. As I prayed about this new adventure, the one word that God kept bringing to my mind was ‘honor.’” To Joy, honoring someone is about listening to them and addressing their needs rather than focusing on her own agenda. She has implemented this in her dōTERRA business, focusing on providing people with helpful information without pushing them in their decisions. “It is our job to give people the information they need so they can decide how to best serve their family.”

Joy is eager to share the benefits of dōTERRA by sharing the oils and building her business. She and her team, “Team Freedom,” work together to be the best they can. Joy explains, “I’m comfortable not being the best in everything, and I am open about that with my team. We tap into each other’s strengths, and we carry the responsibilities together to make it less overwhelming. We learn from each other. We’re better together, and we can do amazing things.” In all that she does, Joy is dedicated to honoring and lifting others.

Motivation has never been a difficulty for Joy thanks to her strong Why: her children. She and her husband, Jeff, have three children, and two of them struggle with learning challenges. Because of the specialized tutoring and education that her children need, the income Joy has built with dōTERRA has been life changing. Joy and her family are now able to afford the specialized schooling their children need, and this Why has kept her going through the challenges that come with building the business. She says, “I often tell people how crucial it is to have a ‘grit Why’—one that will not be shaken after a few people say no or you host a no-show class.”

dōTERRA has blessed Joy and her family in numerous ways. “It has provided the income needed for tutors and a specialized school. It has allowed my husband to not have to work six days a week, and this summer I was able to take my oldest two children on a mission trip to Africa. Our lives will forever be changed because of my dōTERRA business.”

EFFECTIVE LEADERSHIP

BE HONEST. “When I share the business opportunity, I like to shoot it straight from the start. I tell them that this is not a ‘get rich quick’ plan; this is a ‘work hard and consistently, and you will get paid well’ plan. I encourage people to have realistic expectations and try to map that out from the beginning.”

CREATE COMMUNITY. “Community is a big reason why people choose this type of career. Create a team environment where people will want to be in for the long haul. The key is to create a culture of family where we celebrate one another and spur one another on. We’re better together.”

INVOLVE YOUR FAMILY. “For me, this is a family business. I involve my children when I can, whether they’re sharing their favorite oil or cleaning up the house before I host a class. I want to pass on the skills I have to them—how to serve, teach, educate, and lead. Those are skills that will serve them in any arena.”

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

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Dr. Raechel Moran

BURLINGTON, WISCONSIN, USA

Finding Herself Again

Dr. Raechel Moran and her husband, Dr. Brett Moran, run a chiropractic office. They began using essential oils in the office for their cleansing properties, but Raechel felt frustrated by the lack of education. She connected with Dana Moore at a midwifery event, and when it was time to reorder oils to use in their chiropractic office, Raechel reached out to Dana. She learned what made dōTERRA different, and Dana came to their office to teach a class. Since then, Raechel hasn't been able to stop sharing.

While Raechel immediately loved the dōTERRA products and wanted to tell everyone about them, she was reluctant to dive into the business. As both a mother and a chiropractor, she was already busy, and she and her husband are fully committed to chiropractic. However, as she learned more about dōTERRA, she realized how well it fit with her philosophy. Raechel explains, "Chiropractic is about helping the body adapt to stress. dōTERRA essential oils help us remove some of this stress. A chiropractic lifestyle includes not only adjustments, but also good food

choices, good supplements, exercise, essential oils, rest, and much more."

With her background in chiropractic, Raechel is committed to sharing dōTERRA products in order to help people improve their lives. She thinks of essential oils as one way to "bridge the gap" that exists between a person's current state and their ideal state of wellness. Raechel says, "I figure out how big of a gap there is and how it can be bridged. If I can get someone to take one step to bridge the gap and see how it affects their life, then they'll take another step. I'm here to help them take a step until they have bridged the entire gap." Raechel feels passionately that essential oils are a great first step in bridging the health gap for many people.

As she has shared dōTERRA and helped people take steps to improve their lives, Raechel feels she has found herself again. She explains, "I had stopped adjusting in our chiropractic office when our son, Graham, was born because I didn't want to be on a set schedule; I wanted to be with

our son. I felt like I had gone to school and acquired skills that I wasn't using anymore. When dōTERRA came along, I felt that God nudged me in this direction over and over. I couldn't stop thinking about whom I could help." Now, Raechel feels that she has connected with people in her dōTERRA business that she likely wouldn't have met if she were solely working within the chiropractic office. Her dōTERRA business gets her out into the community, connecting with families.

Through it all, Raechel is grateful to have the unfailing support of her husband, family, dōTERRA team, and mentors. Dr. Brett Moran has always encouraged her to do what she is passionate about, and he also took on more responsibilities at their chiropractic office to allow her to pursue dōTERRA. Raechel is thrilled with the changes she has seen in other people's lives thanks to dōTERRA, as well as in her own life. She says, "This business has allowed me to be both a mom and a doctor. I have time freedom and financial freedom. It gave me my life back. I'm living out my passion."

"Solidifying Diamond was very much God's plan, not mine. God has been such a big part of this journey."

SHARE TO SERVE

TAILOR YOUR SHARING

"The way I share depends on whom I'm talking to. If I'm speaking with a healthcare professional, I focus on what dōTERRA stands for and the company's core values. If I'm with a customer, I focus on quality and taking steps toward their health goals."

FOCUS ON QUALITY

"There are so many essential oils on the market, so it's important for people to understand the difference. If you're getting cheap oils that aren't tested, they might not be pure. That's why I focus on quality."

IT'S A PROCESS

"Using the oils is a process—I point out that I'm starting a health journey with this person. Sometimes you see significant changes right away, but with other issues, it takes time for the body to adjust. They need to commit to the health journey and process."

Ryan & Melissa Vallelunga

Twain Harte, California, USA

“I’m so proud to be part of dōTERRA. It has brought such profound changes to my life.”



With a background as a nurse, Melissa Vallelunga was skeptical when a friend first told her about dōTERRA essential oils. However, she decided to use the oils with some health issues in her family, and she was pleasantly surprised when the oils worked. She remembers, “Everything we tried worked, so I was hooked pretty quickly.”

Once Melissa was convinced of how effective the essential oils are, she couldn’t help but want to share them

with everyone. She didn’t start out with the intention of building a business, but once she started sharing the benefits of the oils, she couldn’t stop. She says, “It became obvious that dōTERRA was going to be my life. When I put my mind to something, I never stop.” After growing quickly, Melissa realized that Diamond would be a reality for her.

As she builds her business and shares the benefits of essential oils, Melissa feels blessed to have the constant support of her husband, her parents, her in-laws,

her upline, and her Living Essentially leadership team. She says, “Kacie Vaudrey is my immediate upline, and she and Mike have been such a support to me. They’re a big part of my success.” Now, as she helps new builders, Melissa encourages them to turn to their upline for support when possible.

Melissa’s husband and family have also provided invaluable encouragement and support. She explains, “My husband, Ryan, has always been interested in natural solutions, so he

was excited when I found something natural that I’m passionate about. He’s a firefighter, and he shares the oils at the firehouse when the guys there ask him for help with any issues.” Their three children also use the oils regularly to support their health. “It’s natural for them to go to the oils.” Melissa and Ryan love that their family has access to natural, effective solutions.

Her family is a core piece of her Why as well. Melissa explains, “I was a nursing director at a birth center for several years, and I missed a lot of my kids’ lives when they were very young because of my job. When I found the dōTERRA business opportunity, I realized I could do this business and be home with my children. Having more time with my husband and kids is a huge part of my Why.” Melissa is also passionate about sharing essential oils with as many people as possible. “I truly believe that everyone needs these oils. It’s very important to me and to my team that people have the oils as a tool to manage their health.”

Even with incredible support and a strong Why, Melissa knows that challenges arise and tough days happen. In those hard times, Melissa is committed to never giving up. She says, “There will be classes where no one shows up. You’re going to make mistakes with structure. Everyone makes mistakes, but your journey is going to be perfect for you. Stay focused on why you want to reach your goals.”

“Be passionate about what you do. Never give up.”



ESSENTIALS

SHARING

“When you introduce the product to someone, make sure they understand how to use it. Many of the oils are very versatile, so start simple and help them understand how to use the oil that you give them. Then let them enjoy it for a few days.”

EDUCATION

“When you enroll someone, it’s your duty and obligation to give them follow-up education. If you feel that you can’t give them the education they need yourself, then be sure to link them with people who can give them educational support.”

SIMPLICITY

“There are so many different systems out there, and there is so much information online. They can be helpful, but they can also become overwhelming. I believe in getting back to the basics. Become an expert on the basics, and then move forward from there.”

LED BY THE LORD

Dr. Emma Jean Thompson

MITCHELLVILLE, MARYLAND, USA

“Yeshua, Jesus Christ, loves people, and as we love others, love comes back to us.”

From childhood, Dr. Emma Jean Thompson knew about oils in the Bible. As an international pastor, speaker, and consultant, she ministered to the congregation that she and her husband, Dr. James J. Thompson, Jr., co-founded about the Biblical significance of oils. Essential oils came to have a more personal meaning when her daughter, Sherah Danielle, experienced health issues. As Sherah dealt with these issues, Christi Flynn invited her to learn more about dōTERRA essential oils. Dr. Emma Jean recalls, “Prayer and the oils helped Sherah regain her vitality. We are very grateful to the Lord for dōTERRA oils.”

Dr. Emma Jean saw the wonderful difference the oils made in Sherah’s life. Christi and Lisa Wilson expressed their willingness to do a class for Dr. Emma Jean and Sherah. Over 300 people showed up at Dr. Emma Jean’s invitation. When Lisa spoke about the business, Dr. Emma Jean was intrigued yet cautious.

Before Dr. Emma Jean could wholeheartedly recommend dōTERRA products to those who look to her for wisdom, she needed to feel confident in the company and the products.

She explains, “I prayed to see if this opportunity was right. I wanted to learn more about the company because I only associate myself with reputable organizations. I saw the heart of dōTERRA and met people like Dr. Hill. I knew that dōTERRA was something I could stand behind.”

She received the blessings of her congregation’s leadership board to include this in their “Consecration Projects” to bless others. A spiritual experience also helped her further commit to sharing dōTERRA. Dr. Emma Jean says, “Not long after we decided to do the business, I realized these might be the oils from my prophetic experience in September 1995 that would bring great blessings to many people.”

Led by the Lord, Dr. Emma Jean immediately began planning with others how she could share with as many people as possible. She explains, “I discovered that dōTERRA is wonderful for all people—all races, ethnicities, and nationalities.” So Dr. Emma Jean and her Team then mapped out a plan to help others succeed. She is grateful to all of her uplines—especially Christi, Lisa,

Eve Colantoni, Allyse and Patrick Sedivy, Brianne Hovey, and Frani Pisano—for their support.

Dr. Emma Jean has long shared freedom with others. “I’m known as the Harriet Tubman of today because, by God’s grace, I help people become free—spiritually, financially, emotionally, etc., and help them set a roadmap for freedom.”

With the support of her daughter, husband, congregations, relatives, and friends, Dr. Emma Jean feels blessed to share dōTERRA with hundreds of people of all ages and backgrounds, including her “mother-in-love,” Mamadear (Verlonda Thompson), who was concerned about finances after her husband’s death. At 91 years old, with Dr. Emma Jean’s guidance, Mamadear is now a Silver and helps train others to succeed.

Dr. Emma Jean is eager to continue sharing dōTERRA products and helping people reach “Full Freedom.” She explains, “The two greatest commandments are to love God and love others. This is a way we love others, achieve our goals, and honor Harriet Tubman—who never had diamonds, so we are Diamonds in tribute to her.”

FINDING FULL FREEDOM

CREATE A PLAN. “It’s important to help people have a plan so they can see how they will accomplish their goals. Keep it simple. They need to know how much it will cost them in terms of time, commitment, and effort. They want to know what success will look like. Show people what to do and how to build solidly.”

BE PREPARED. “Get the right instructions. Get understanding. And do it quickly. Ask for your upline’s advice and follow the Policy Manual and other dōTERRA trainings. Once you have the right instructions and understanding, execute with speed and excellence. Be teachable and disciplined. Look at it as if you were going to a university to get a degree. It takes commitment.”

HAVE FUN. “We work hard, but we also have so much fun! We use different stories, video clips, etc. to keep it exciting for our team. We believe in celebrating our achievements and having fun along the way. Help people do what’s required, but also help them be excited to achieve their goals and to find full freedom.”

PALMS UP

BY JESSI BOSCHMA

As we look over the almost five years we've been using dōTERRA products, so much has changed. We literally cannot fathom our life without these precious oils or company. Three years into our oil journey, when we were about to have our second son, Brody, there was a shift. I was teaching high school math part time and knew I didn't want to go back to work once Brody was born. I wanted to be home with him and our son, Lucas. I quickly filled up my schedule with oil classes and started teaching solo. I was terrified, but my Why was big enough to push forward. Fast-forward two months: our Brody was born, and we had five precious days with him before he passed away. The grief and heartache was and is unimaginable, but through it all, we clung to our faith and our amazing oils. We continued to share. It brought us joy, and our belief in the products only intensified.

After the heartbreaking loss of Brody, we were given time to reevaluate our priorities. We realized life was too short to do something that didn't bring us complete joy. We committed even more to our dōTERRA business. We tightened our budget, I took a yearlong leave of absence from teaching, and we figured we could squeak by the next school year on Ryan's ministry salary if I substitute-taught four times a month or made the equivalent in oils. I attended convention last year as an Elite and this year as a Platinum. We are humbled by the growth of our tribe!

People ask what our secret sauce is, and we tell them it's nothing fancy. We consistently show up. Our team shows up for people. We love each other and serve each other. Our team has learned to be patient and faithful in the small things. We understand that we are constantly planting seeds and that we may not see the fruit for a while. We are faithful and continue to use our oils. Our team, Ōhana Tribe, is AMAZING! If I could write everyone's name in this article, I would! If you watch *Lilo & Stitch* like our son, Luc, you know 'ohana means family, and we are working hard to create a family atmosphere on our team. Plus, it's our family business! dōTERRA is a family, whether it's virtual online mentors, our amazing Account Manager, or our crossline buddies (shout out to our Canadian friends, eh!). We keep things simple, focus on loving people where they are, and let the oils do their magic.

"Palms up" is a phrase we have clung to. My personality wants to take action and control. Whenever I am stressed, I hear Ryan say, "Palms up, Jessi." We want to give our business to God, in the small things and the big things. "Palms up" allows us to receive and give

God's blessings versus hanging on too tightly. (If you struggle with this like I do, try Wintergreen, the oil of surrender.) God has blessed our family and our team in so many ways. Whenever I teach a class, I always share that saying yes to Jesus was the best decision I ever made—then saying yes to Ryan to be his wife, then saying yes to being a mom, and then saying yes to dōTERRA. From the beginning of our marriage, we have wanted to work together as a team. dōTERRA has given us opportunities to love others, and it is our responsibility to take those opportunities and love the best we know how. dōTERRA has helped us love better. 💧

Actionable Steps

Do less better: This has been a guiding phrase for most of our marriage. Before we commit to something, we ask ourselves if it's allowing us to do less better. When I look back at how thinly stretched I was years ago, it makes me exhausted! It's okay to tell people no; it highlights the times we say yes. There is such freedom in saying no. As a people-pleaser, this was hard for me to learn, but so very critical.

Remove "busy" from your vocabulary: Try replacing it with the word "full." Busy implies we are not in control of our schedule. Full does just the opposite—it puts us in control of our time. Our words are so powerful, and simple tweaks in our vocabulary can make a world of difference!

Earn the right to be heard: Our lives have been about serving others, going back to when I was a teacher and Ryan was in ministry. People are more important than "things" (e.g., oils). Continue to focus on the person, listen to the person, and care about the person, and enrollments will naturally transpire.

Be the same rank as your spouse: At dōTERRA Leadership Retreat, we had the opportunity to speak with Matt and Sara Janssen, and Ryan asked Matt how he could best support me in the business. Matt shared that for us to be successful as a team, Ryan needed to be the same rank as I am, especially if we were planning on doing the business as a full-time family.

"Do all the good you can, by all the means you can, in all the ways you can, in all the places you can, to all the people you can, as long as you ever can." —John Wesley



dōTERRA® WELLNESS ADVOCATE *Recognition*

DOUBLE PRESIDENTIAL DIAMONDS

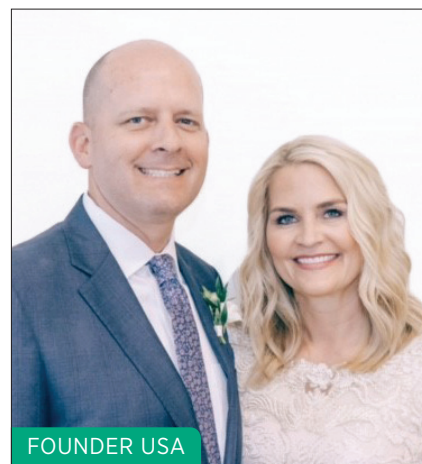


FOUNDER EUR

WES & HAYLEY HOBSON



PATRICK & ALLYSE SEDIVY



FOUNDER USA

BOYD & SANDY TRUMAN

DOUBLE BLUE DIAMONDS



FOUNDER TWN

DAVID & TAWNYA HSIUNG



FOUNDER TWN

STEVEN & MONICA HSIUNG

DOUBLE DIAMONDS



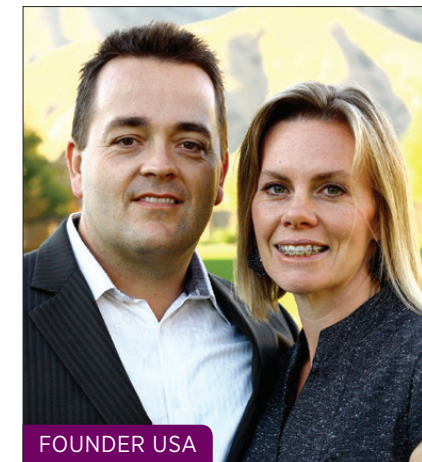
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KENNY & REBECCA ANDERSON



FOUNDER USA

ANDY & NATALIE GODDARD



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JUSTIN & KERIANN HARRISON



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JERRY & LAURA JACOBS



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VERN & JENNY CRAWFORD



CHRISTIAN OVERTON & MARK EWEN



SCOTT & RHONDA FORD



NICK & JEANETTE FRANSEN

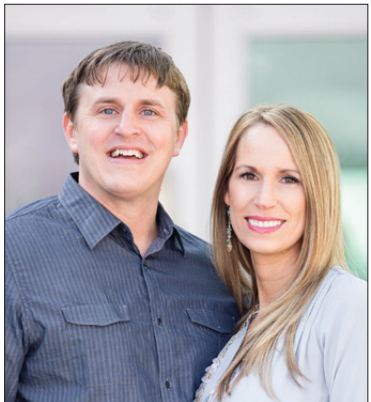


JEFF & JEN FREY

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ROGER & TERESA HARDING



JOHN & MELYN HARRISON



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PAUL & BETSY HOLMES



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CHIH LUNG HUANG & CHEN CHEN CHANG



CLAY & JESSICA IDDINGS



MATT & SARA JANSSEN

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JOSH & SEASON JOHNSON



KYLE & KIERSTON KIRSCHBAUM



MIKALENA KNIGHT



ASAKO KOBAYASHI



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DAVID & HEATHER MADDER



NATE & DANA MOORE



KC & JESSICA MOULTRIE



SUMIKO NOBORI

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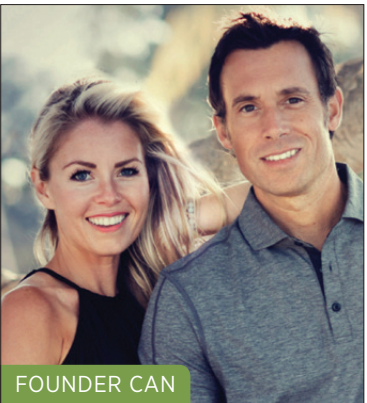
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PAUL & VANESSA JEAN BOSCARELLO OVENS



ERIC & KRISTEN PARDUE



ANGE & CHRIS PETERS



JESSIE REIMERS



GARY & KARINA SAMMONS



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ZHONG SUN & FUCHUN XI



MELODY & WALTER WATTS

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CHRISTIAN & JILL WINGER



KEVIN & NATALIE WYSOCKI



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PEI CHI YI

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PAUL & DELMAR AHLSTROM



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LORENA ALVARADO MORALES



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PETER & SUSIE BAGWELL



FOUNDER USA
DANIEL & CRISTINA BENITEZ



JANNA BERRY



ERIN BLOTT



JEREMY & MICKI BOBERG



FOUNDER EUR
NATHAN & REBECCA BOWLES



FOUNDER USA
CHRIS & KAREENA BRACKEN



JENNIFER BRADY



ELENA BROWER



FOUNDER EUR
MARIO JÖLLY & SABINE
BUCHNER

BLUE DIAMONDS



JERRY & BRANDI BURDINE

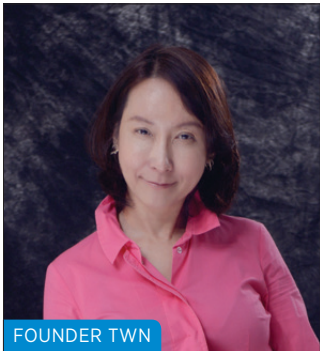


JEFF & CHERIE BURTON



FOUNDER TWN

JUI CHANG & CHIA HSIU JUAN



FOUNDER TWN

SHUANG SHUANG CHANG



FOUNDER JPN

ETSUKO & RICK CHIDESTER



HUNG WAI CHOI



SPENCER & BRIANNA COLES



RICHARD & ELIZABETH
COPELAND



MAREE COTTAM & DIRK
VANDERZEE



JAMES & TANYA COTTERELL



STEVE & GINNA CROSS

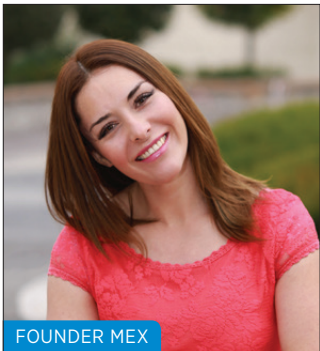


JEFF & JUDY CRUDEN

BLUE DIAMONDS



MOLLY DAYTON



FOUNDER MEX

LIZETH BALDEMAR DE ARRAS



FRED & CARRIE DONEGAN



SHAYE & STUART ELLIOTT



DAVID & JULIANNE ELLIS



KEITH & SPRING ESTEPPE



EM FALCONBRIDGE



DAMIAN & JENNA FANTE



LI & LANCE FRYLING



ARIN & GABE FUGATE



LOUIS FUSILIER & MONICA
GOODSELL



AL & MAUREEN GARCIA

BLUE DIAMONDS



ANDY & MISSY GARCIA



MARC & JENN GARRETT



JEFF & KATIE GLASGOW



STEVE & KRISTINE HALES



LINDSAY & CRAIG HAMM



MARTY & JIM HARGER



JOE & LORI HAYES



DRS. MARISSA HEISEL & PETER KRAVCHENKO



BRYANT & BRIANNA HESS



JIM & LARA HICKS



LAURA HOLBROOK



BENJAMIN & STEPHANIE HOWELLS-SCOVILLE

BLUE DIAMONDS



CHING YING HUANG



RICK & KATHY HUNSAKER



MARY HYATT



JACKIE ISLES



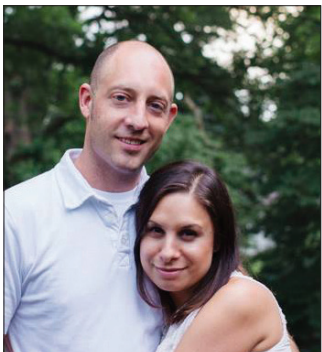
LAI JAUCHING



LISA & RICHARD JONES



JEREMEY & ANNETTE JUKES



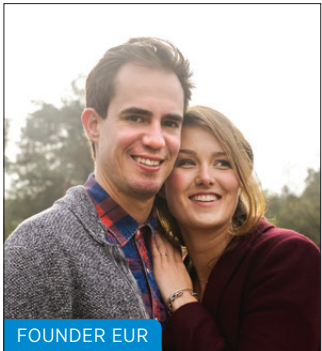
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LAURA & SHAWN KING



MATT & BAILEY KING

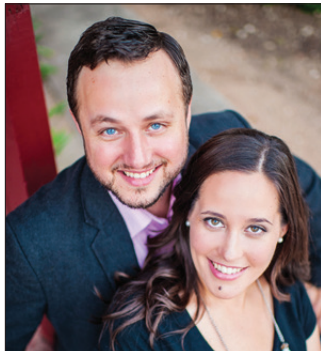


WILLEM-PAUL & LOUSSANNA KOENEN

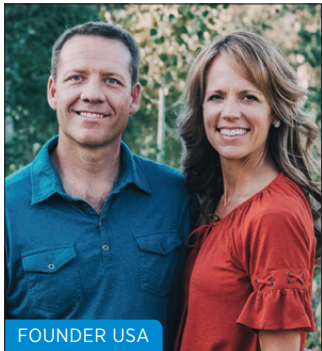


WEN HUNG KUO & SHIH AN KUO

BLUE DIAMONDS



JON & DUQUESA LAMERS



FOUNDER USA
JUSTIN & TAHNA LEE



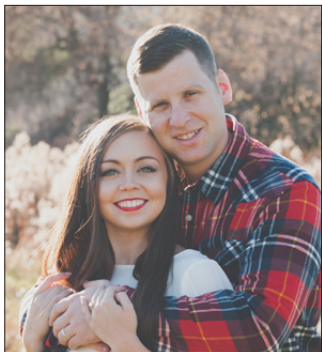
FOUNDER TWN
CHIH JEN LIU & MAN TSAI



STEVE & RACHEL LOTH



STEVE & TRACY LYMAN



ZACKERY & STEPHANIE MARTIN



JOSH & KEELI MARTINEZ



FOUNDER JPN
TERUMI MATSUSHIMA



AARON & TONYA MCBRIDE



DENA MCCAFFREE



FOUNDER CAN
STEVE & KIMBERLEY MILOUSIS



JARED & NICOLE MOULTRIE

BLUE DIAMONDS



FOUNDER MAL
LAM YEE MUN



JODI & MARK NAYLOR



FOUNDER MAL
ANGIE NG



ALICE NICHOLLS



DR. ZIA & KY NIX



FOUNDER JPN
MITSUKO NOMIYA



JEFF & CRYSTAL NYMAN



NATHAN & JENNI OATES



RICHARD & JENNIFER OLDHAM



DR. JOHN & HEATHER PATENAUDE



CHRISTINA PETERS & MICHELLE MCVANEY



FOUNDER AUS
ADHEESH PIEL & SANTOSHI STONE

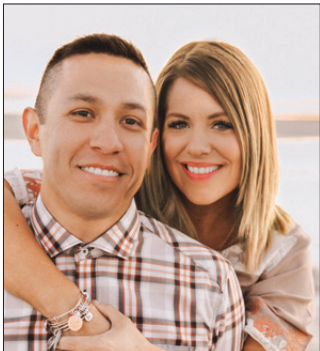
BLUE DIAMONDS



GERALYN POWER & DANIEL SALOMONS



MARIE-KIM PROVENCHER



AUBREY & BOBBY PRUNEDA



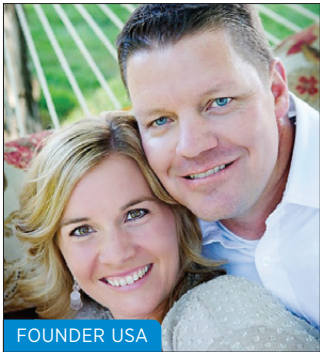
JENNA & ANDREW RAMMELL



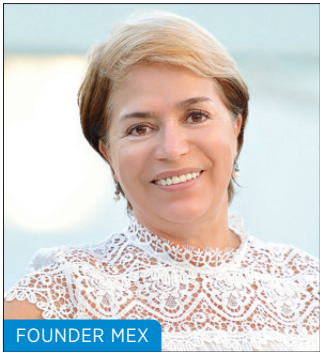
KIMBERLEY REID



ROD & JEN RICHARDSON



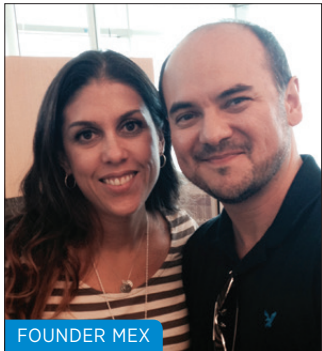
BURKE & NATALIE RIGBY



PATRICIA QUIROZ RIOS



FRANK & JACQUELINE RITZ



DANIELA & FERNANDO ROMAY



KARI RYAN

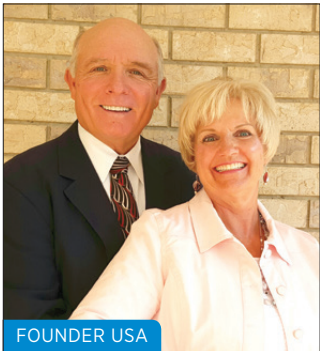


TENILLE & MATT SCHOONOVER

BLUE DIAMONDS



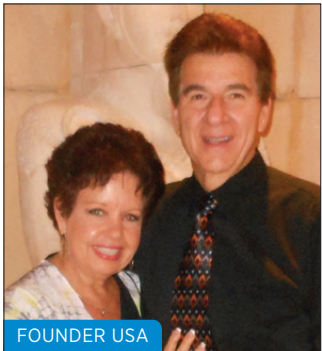
JEFF & DIANE SHEPHARD



TERRY & LIL SHEPHERD



KIM & DARREN SMADIS



DAVE & PEGGY SMITH



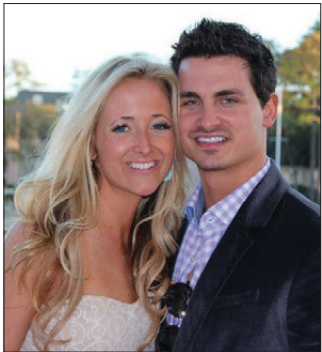
MARCY SNODGRASS



DR. MARIZA SNYDER & ALEX DUNKS



NATHAN & MINDY SPRADLIN



STEFANIE & BRANDON STAVOLA



JIM & TAMMY STEPHENS



JAMES & CHELSEA STEVENS

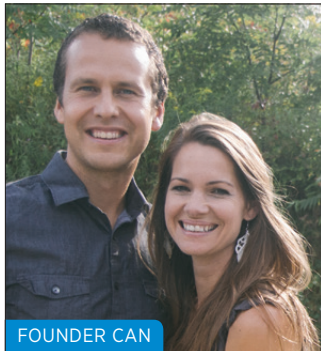


JEF & MEGAN STYBA



AMY & DAVID THEDINGA

BLUE DIAMONDS



FOUNDER CAN
BRAD & DAWNA TOEWS



BETTY TORRES



MATT & ALICIA TRIPLETT



FUMIKA UCHIDA



KARI UETZ



MARK & LORI VAAS



MICHAEL & SARAH
VANSTEENKISTE



JOEL & SHERRI VREEMAN



CHARLES & HELEN WANG



PEI CHEN WANG



FOUNDER TWN
WENDY WANG



AMY & CHARLIE WIDMER

BLUE DIAMONDS



JOHN & KALLI WILSON



LISA WILSON



JARED & SHEREE WINGER



EDWARD & LINDA YE

DIAMONDS



ALICE ABBA



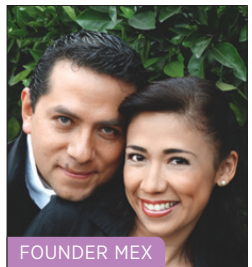
DR. JOHN & JENNIFER
ACCOMANDO



AMBER ADAMS



KATIE ADAMS



FOUNDER MEX
BRENDA ALTAMIRANO
& OSCAR CORDERO



NEAL & ERIN
ANDERSON



SARAH ANDERSON



JESSICA ANDREWS



JENNIFER ANTKOWIAK



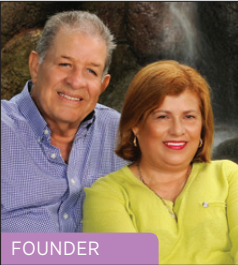
KISANE APPELEY

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



CLAUDIO & JANAE ARANCIBIA



ANA LEDA ARIAS & CARLOS PANIAGUA



KAZUYUKI ASAKAWA



KEVIN & LAURELL ASAY



KAREN ATKINS



DAVID & ASTI ATKINSON



PETAH-JANE AUCKLAND-HALL & URA AUCKLAND



NATE & KELLY BAILEY



PERLA BALDEMAR & JORGE TENORIO



BEN & JADE BALDEN



RICK & HAYLEY BAMMESBERGER



MACKENZIE BANTA



REBEKAH BARLOW



ERIC & BECKY BARNEY



ADAM BARRALET



MONIKA BATKOVA & MARTINA VALNICKOVA



JEREMY & CARLY BAUTISTA



ASHLEY & CHRIS BEANS



LISA BEARINGER



DAWN & MARK BEHM

DIAMONDS



JUDY BENJAMIN



JOY BERNSTEIN



KEN & WENDY BERRY



NATALIE BLACKBURNE



JAMIE BOAGLIO



LOURDES BORNACINI



STACEY BORSERIO & ZACHARIAH AURELIUS



LAILAH ROSE BOWIE



DR. JAMIE & CHRISTINA BOYER



MELODY BRANDON



JASON & KAMILLE BREUER



ALLISON & BILLY BRIMBLECOM



RACHELL BRINKERHOFF



JEN BROAS



ADAM & CAREY BROWN



DON & CINDY BROWN



PATRICK & KATHRYN BROWN



RUSS & CHAR BROWN



STEVE & BRENDA BROWN



BEN & CAMI BUCHTA



SUSAN & DAN BURSIC



CARMEN BUSCH



ERIKA BUTLER & RICK HENRARD



ANNE CALHOUN



LORI & CHRIS CAMPBELL

DIAMONDS



KIM & JERRY CAMUSO



SAM CANNELL



MELISSA CANNON



BRADY & MICHELLE CANNON



ASHLEY CAREY



GILDA ESTRADA CARRANZA



BEN & ADABELLE CARSON



RACHEL & DARYL CARTER



DAVID & ANA CHAPMAN



CHIU SHIANG CHEN



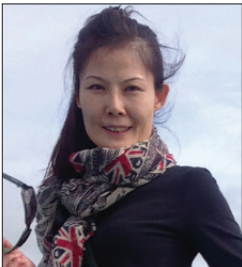
FANG CHIH CHEN



FU YU CHEN



WEI-FANG CHEN



YING TING CHEN



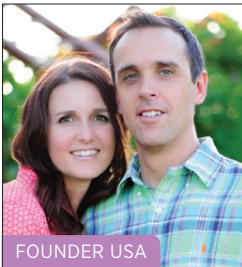
GUO YANG CHENG & ZHANG SHU YUAN



HUNG YI CHIANG



CHIH HSUN CHIEN & SU JU HUNG



GREG & MARTI CHRISTENSEN



LI HUI CHUAN



TROY & DOROTHY CIVITILLO

DIAMONDS



DAPHNE & DARRIN CLARK



DARRYL & ANNIE CLARK



MARC & ROMI CLARK



MIKE & RACHELLE CLEARY



ANDREW & SHANNON CLOUGH



ALLISON COCHRAN



BRETT & FARRAH COLLVER



MATTHEW & AMIEE CONNER



WILLIAM & KARI COODY



JOAN COON



ADAM COPP & ROSIE GREANEY



KENT & STEPHANIE CRANE



AMY CRAWFORD



JOHN CROFT & NOEL BLANCHARD



KARLEL CROWLEY & STUART DIXON



DR. JAMES & KIM DAHLIN



DANIELLE DANIEL



MONIR & TANJA DANIELS



VICTOR & AMANDA DARQUEA



DURELL DARR



MIKE & LORI DAVIS



KEITH & KENDRA DAVY



LEONIE DAWSON



SOFÍA LÓPEZ DE LARA & RODRIGO ALADRO



VICKIE DICKSON

DIAMONDS



MEGAN DILMORE



JOANNE DISSANAYAKE



BONNIE DONAHUE



CURT & TONIA
DOUSSETT



ROGER &
EMMANUELLE DUCE



HELEN DUKE



STEVE & LORRAINE
ELJUGA



ROSALIE ELLIOTT



DR. MELISSA & EVAN
ESGUERRA



PAOLA & SILVANO
ESPÍNDOLA



JUAN JULIAN CARBALLO
ESPINOSA & REYNA
BEATRIZ HERRERA REYES



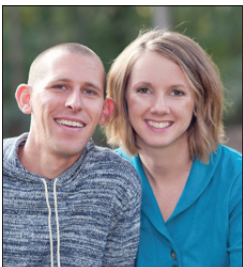
HEATHER & PAUL
ESSLINGER



ROLANDO & JESSICA
ESTRADA



DARNIE EWART



FORREST & LESLIE
EXLEY



BECKIE FARRANT



LEONIE
FEATHERSTONE



CHRISTY & ANDREW
FECHSER



KNUT & CHRISTY
FEIKER



DANA FELDMEIER

DIAMONDS



DANIEL & MICHELE
FENDELL



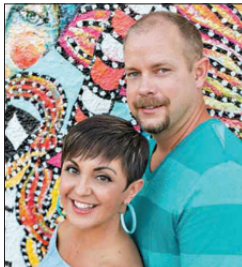
DR. ROBERT & KIYLA
FENELL



YI I FENG



YUWEI FENG &
CHANGPU YU



DALE & TONYA
FERGUSON



CATE FIERRO



BARRETT & CARA
FINES



THERESA & LEAH
FISHER



KIRA FISCHER



HAYLEY FLEMING



HENRY FONG



LINDSEY & ROCKNE
FOSTER



MEGAN FRASHESKI



AARON & WENDY
FRAZIER



MARCIA FRIACA



KAORI FUJIO



CHIHO FUJIWARA



LESLIE & ROGER GAIL



CARMEN GAIRN



LAURA GARCIA



GINO & AMANDA
GARIBAY



DAVID & CRYSTAL
GARVIN



ANGELA GEEN



ALLISON GERRY



BEN & RACHELLE
GIBSON

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



BRANDON & LINDSEY GIFFORD



FREDRICK & ERIN GILES



REBECCA & BRIAN GILLESPIE



BRAD & TOBI GIROUX



DIANE GJELAJ



THOMAS & AMY GLENN



TESS GODFREY



POLINA GOLDBERG



LUKE & TERESA GOODLETT



BRENDAN & ALICIA GOODWIN



JAY & DEBBIE GORDON



DR. ANDREW & RUTH GOUGH



ADAM & LEAH GRAHAM



LINDSEY GRAHAM



MICHELLE GROSS



LYN & PETER GUERIN



CURT & CAROL ANN GUEST



LINDSEY GUNSAULS



BOO KYUNG HA



SOO BIN HA

DIAMONDS



TASHA HAKEEM



KIRK & JENNIFER HAMILTON



KARA HANKS



DR. SANDRA HANNA



AISHA HARLEY & LARRY SPIELBERG



NATALIE HARRIS



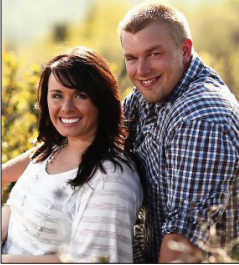
RYAN & JENYCE HARRIS



GARTH & JULIE HASLEM



SCOTT & SHYANNE HATHAWAY



MARK & ALICIA HAUGSTAD



JENNIFER HEATH



ANTHONY & DANIELLE HEIZENROTH



PAUL & TERI HELMS



SUSAN HELZERMAN



FOUNDER USA
GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



FOUNDER MEX
JUAN CARLOS SUÁREZ HERNÁNDEZ & ARACELI VALENCIA



FOUNDER MEX
IAN & PAOLA HERREMAN



FOUNDER USA
TERRY & MARIA HEUSER-GASSAWAY



JESSE & NATALIE HILL



FOUNDER SGP
ELIZABETH HO



FRANI PISANO & HERB HOELLE



SHALEEN HOGAN



CASSIDY & ADAM HOLDSWORTH



TONI & ROBERT HOLLAND

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



FOUNDER MEX
OSVALDHO HOSORNIO &
CAROLINA CEREZUELA



JENI HOUSTON



JESSE & BREANNE
HOUSTON



JEN & MARTY HOYORD



FOUNDER TWN
FU LUN HSIEH &
CAROL SUNG



KO HSIN HSU



JEFFERY & MIRANDA HU



MICHAEL HUANG



LASSEN PHOENIX &
BRYAN HUDDLESTON



CHRISTY & REID
HUGHES



JENNI & SEAN
HULBURT



MARGHERITA
HUMPHRIES



JULIE HUNDLEY



BJ & MEGAN HUNTER



JORDAN & BRIANNE
HURDAL



MICHAEL & NANCY
HUTCHINSON



TAKESHI IGARASHI



HIROMI IKEDA



CHAE MYUNG IM



JENNIFER INCHIOSTRO

DIAMONDS



FOUNDER CAN
CYNTHIA INCZE



AMY INNES



YUKI ISHIDA



KOUJI ISHIHARA



JASMINE JAFFERALI



FOUNDER USA
ROB & WENDY JAMES



DALE & JENNIFER
JARAMILLO



FOUNDER KOR
HABONG JEONG



CHRISTINA & LEWIS
JESSUP



AARON & JESSA
JOHNSON



KILEY & NORA
JOHNSON



BRIAN & RACHEL
JONES



JARED & RACHEL
JONES



LELAND & ROBIN
JONES



RACHEL JOOS



HAGAN & DENA
JORDAN



KUO HSIANG KAI &
CHENG SU FANG



CHIAH HO KAO



TZU YUAN KAO



FOUNDER JPN
MASAMI KAWAI



JO KENDALL



TRACI & JACK
KENNEBECK



MIKE & KALLI KENNEY



NICOLE KEZAMA



NICK & DYANNA
KILLPACK

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



RYOKO KIMURA



MELISSA KING



MIE KIRA



KENTA KIRIYAMA



MIKE & MEGAN
KNORPP



DR. SEAN & WENDI
KOHLER



MICHIYO KOIDE



FOUNDER JPN
MIKI KOJIMA



YOLANDA KOOLE



JENNIFER KOURTEI



DEBBIE KRAHN



JOE & AMBER KROPF



FREDDY & MANDY
KUHN



SPENCER & RETA
KUHN



PU LI KUO



GARRISON & CINDY
LANDES



DAVID & LOIS LANE



LAURIE LANGFITT



FOUNDER USA
DANNY & NICOLE
LARSON



JAMES & MICHIE
LAYTON

DIAMONDS



FOUNDER USA
NOLAN & PAT LEAVITT



BEN LEE & IONE SKYE



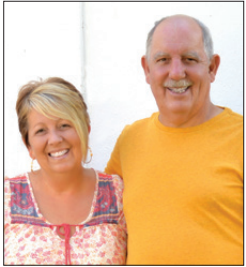
JOHN & CAROLINE LEE



DIANE LEFRANDT &
JESSICA SMUIN



FOUNDER SGP
CHUA HONG LEONG &
LAW SHU LI



CHUCK & CHRISTINA
LEROSE



ZACH & KYLENE
LESSIG



CHAD & JODI LEWIS



FUXIAN LI & LING LING
ZHANG



HSIU WEN LI



FOUNDER TWN
YU YIN LI



HSIAO-CHING LIN



PO HSIU LIN & FANG SU
KUAN



YU YU LIN



JOHNATHAN &
RACHEL LINC



JOANNE LING &
TRACEY FRY



FOUNDER TWN
WEN CHEN LO



CARDIN & MATT LOPEZ



FOUNDER MEX
CAROL LÓPEZ & LUIS
ESTÉVEZ



SHELLY LOYD



YU JONG LU



DWAYNE & TRACY
LUCIA



JEN LUKE



BETTY MAGILL



FOUNDER AUS
TANYA MAIDMENT

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



KALIKO & MAILE MAII



KELLY & CHRIS MALLINSON



ALONTO & DESIREE MANGANDOG



MILTON MARIN



JULENE MARTINDALE



TIM & EMILY MASCARENHAS



JOHN & PATTI MASON



ELIZABETH & MANNY MATSAKIS



SHOKO MATSUYAMA



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



VICTORIA MCADAMS



TONY & AIMEE MCCLELLAN



KEITH & KERI MCCOY



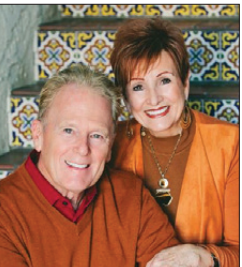
BRITTANY MCDONALD



SHARON & JASON MCDONALD



JOSH JELINEO & BEBE MCFALL-JELINEO



SUZANNE & ROBERT MCGEE



HEATHER MCKINNEY



BRITTANY MCLEAN

DIAMONDS



JEANNE MCMURRY



ROGER & CAROL-ANN MENDOZA



PRISCILLA & JERRY MESSMER



BECKY METHENY



DAVID & TAMMY MILLER



JIM & AMY MILLER



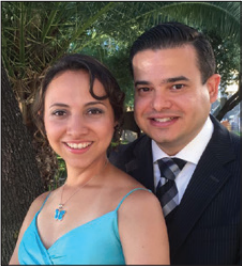
JUSTIN & ASHLEE MILLER



GREG & DR. JULIE MONTGOMERY



DRS. BRETT & RAECHEL MORAN



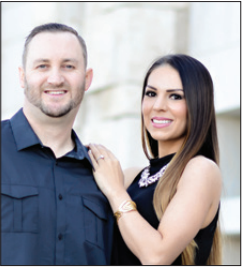
CECILIA MORENO & JAIME HINOJOSA



SHANNON MORGAN



MICHAEL & MELISSA MORGNER



SOPHIA & PAUL MORRISON



MARY LOU & BILL MULCAHY



YUKARI NAKAGAMI



HARUMI NAKATA



HOWARD NAKATA



TED & ALISIA NELSON



ROSIE NERNEY



DR. MARTHA NESSLER



CHRISTIAN NEUDEL & GABRIELA HÄUSSNER



JONATHAN & DEANNA NICHOLS



JULIA NICHOLSON



YOSHIFUSA NISHIDA



CHIKAKO NISHIMIZU

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



ERIC & KRISSY NORDHOFF



AUSTIN & AMBER NORDSTROM



KERRY & DENISE NORRIS



ADAM & TAMI NUHFER



KRISTEN O'BRIEN



KERY O'NEILL



MUNEHIRO OKUMURA



FOUNDER JPN
KEIJI & EMIKO OKUYAMA



JOHN & AMANDA OLSEN



STEPHEN & DAWN OLSEN



FOUNDER AUS
JOHN & PAULA OVERBEEK



JOHN & KIM OVERPECK



KATHY PACE



MELODY PAINTER



ROBERT & JANELLE PARRINGTON



ELAINE PARSLEY



SANDRA PASCAL



JOHN & LAURA PASTERNAK



ERIN PATEL



MICHAEL & CYNTHIA PATIENCE

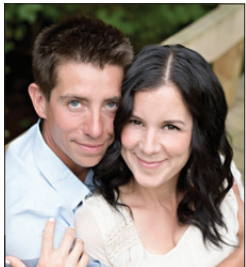
DIAMONDS



HOLLY PAURO



ANNA PENICK



SARAH-JANE PEPPER & TYLER HERR



SPENCER & LAURA PETTIT



RYAN & BETH PHILLIPS



BRIAN & JEN PINTER



DAVID & VICTORIA PLEKENPOL



MISH POPE



MAYRA & STEPHEN POWERS



JESSICA PRESS



MATTHEW & RACHEL PRIMEAU



RUTH PRINCE



RACHEL PROUD



SABINE & MATTHIAS QUARITSCH



DICK RAY & STACY PAULSEN



ANGELA J REED



WINDI & SAMUEL RIFANBURG



ADAM & NISHA RIGGS



SETH & JENNY RISENMAY



JENNIFER & VERON ROBERTS



SHAWN & AMANDA ROBERTS



AUDRA ROBINSON



JAMES & KELLY ROBISON



BRITTANY ROSCHECK



FOUNDER AUS
MICHAEL ROTHSCHILD

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



ANDREW & MINDY ROWSER



JOANNA RUSLING



DAVID & DENETTE RUSSELL



DR. ANDREA RYAN



NORIKO SAKAGAMI



ERIC & GALE SANDGREN



ADRIAN & ROXY SARAN



ISIDE SARMIENTO



STACEY SARROS



JOSIE SCHMIDT



KATIE & CARLYLE SCHOMBERG



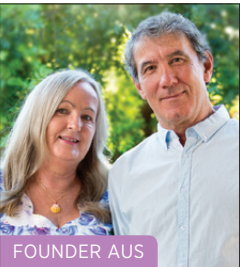
FOUNDER CAN
JANE SCHWEITZER



JULIE ANN SCOTT



TERRI SELDON



FOUNDER AUS
HELEN & MARK SHAW



COURTNEY & NICHOLAS SHEPARD



FOUNDER AUS
MARK SHEPPARD & RANI SO



KIMBALL & YUKO SHUTE



ELENA SIMMONS



MARY SISTI

DIAMONDS



BRIAN & ELIZABETH SKAUG



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



DRS. JORDAN & TRACEY SMITH



LANA & KIRK SMITH



ROBERT & SHARLA SNOW



JOE & LAURA SOHN



MEGAN SPOELSTRA



BEN & ASHLEY SROKOSZ



ALICIA & JASON STEPHENS



DAVID STEPHENS



JULIE STOESZ



VICTORIA STRELNIKOVA



HAN YI SU & HUANG CHIH FAN



SHENGHAO SU



FOUNDER TWN
WEN CHIANG SU & HUI YU HUANG



FOUNDER KOR
HOON SUH



DR. MARA SUSSMAN & DWAYNE GRIM



TOMOMI TAKAHASHI



YOKO TAKAKU



FOUNDER JPN
HIDEMITSU & YOKO TAKEDA



CHIEKO TAKEKAWA



FOUNDER TWN
CHEN CHIEN TANG & CHIAH LING LI



PAMELLA TANIMURA



JOY TARPLEY

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



BILL & MEAGHAN TERZIS



JOE & ANNE TETZLAFF



PRAMELA THIAGESAN



DR. EMMA JEAN THOMPSON



DAN & AMY THYNG



BILL & ERLEEN TILTON



GLENN & JESSICA TRAVIS



BRIAN & AMANDA TRENT



JASON & ALLISON TRIPP



GINA TRUMAN



HAO HENG TSAI & HSIN YUN CHANG



STEPHEN & YVONNE TSAI



FANG CHING TSAO



LYDIA TSENG



SHIH TSENG



CHERIE & MAX TUCKER



RENEE & BYRON TWILLEY



RYAN & MELISSA VALLELUNGA



ANNET VAN DORSSER



SHANE & KRISTIN VAN WEY

DIAMONDS



CIERRA & TANNER VANDERPOL



JODI & AARON VANDERSTAAY



LEIA VEARES



CHAD & ESTHER VERMILLION



SONDRA VERVA



MELANIE VIENNEAU



EDDIE & ANGELA VILLA



PETE & CARRIE VITT



BROOKE VREEMAN



HEATHER & AARON WADE



TARA & JUSTIN WAGNER



KENNETH & STEPHANIE WAHLBERG



CHAD & SUSIE WALBY



LORINDA WALKER



BRENT & JENNY WALSH



ERIC & SANDRA WANG



TIENH SIUNG WANG & HSIU CHI LIN



BEN & MEGAN WARDEN



LANE & ANGELA WATKINS



MARK & TAMALU WATKINS



ZACH & KELSEY WATSON



DANA & DAVID WATTS



JULIE WEINBERG & MEREDITH KELLY



THORSTEN WEISS



KAREN WELCH

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS

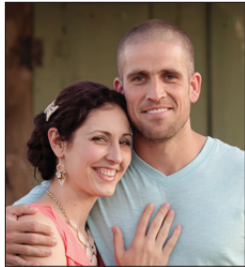


FOUNDER SGP

LIU WENHUI



RICHARD & HEIDI WEYLAND



AARON & DR. RACHEL WHALEY



HAYLEY & BEN WIESE



DINAH WILSON



ROB & MELISSA WILSON



DANELLE WOLFORD



DANIEL & AMY WONG



CHRISSY WORTHY



FOUNDER TWN

CHING CHUN WU



FOUNDER TWN

TUNG HAN WU



JOEY & CACHAY WYSON



MIDORI YAMAGUCHI



FOUNDER JPN

HIROKO YAMAZAKI



CHIU MAN YEN



ELENA YORDAN



FOUNDER JPN

FUMIKO YOSHIMOTO



FOUNDER JPN

MIHO YOSHIMURA



FOUNDER JPN

YASUNORI YOSHIMURA



FOUNDER JPN

ATSUKO YOSHITOMI

DIAMONDS

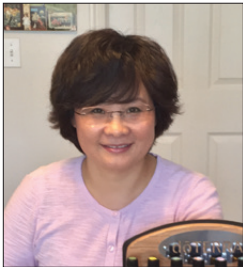


FOUNDER KOR

YOUNG SUL YOU



MISKA & ROMAN ZACKA



LIE ZHAO



SCOTT & LISA ZIMMER

DIAMONDS NOT PICTURED:

HO NIEN HUANG
RYOUKO & NOBUTO
OOSHIMA

ERIKA TRACHSEL
QUAN JIN ZHOU

PLATINUMS



KEVIN & KIM ABAIR



AKIKO ABIRU



ATANASKA ADAMS



KELLY ALVIS



CAROLYN ANDERSON



DAVID & SHANNON ANDERSON



FOUNDER MEX

LUZ MARÍA ARGUELLES



MARCO ANTONIO PAEZ ARGUETA



ROBYN AZIMA



VICTORIA BAKER



KENDRA BAMFORTH



BRADEN & CAMILLE BAWCOM



MAJA VODEB BECIC



FOUNDER KOR

DONGCHOL & SOON BYUNG BEH



PAUL & LISA BERGMAN



FOUNDER CAN

MARIE & HARLAN BERWALD



MELFORD & CONCETTA BIBENS



BRIAN & SHAWNA BIELMAN

PLATINUMS



ALEESHA BIRCH



JENNIFER BITNER



SARAH & CRIS BLAIR



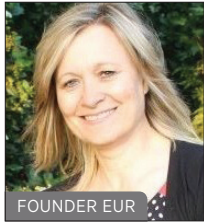
JON & KENDRA
BODINE



VANEESA BOLLER



LADONNA
BONTRAGER



BECKY BOWLES



ALINA & RAUL
BRACAMONTES



THERESA BROWN



TONI BUNTING



DEBBIE BURNS



CLAUDIA CALDERON



DAWN & MARCELLO
CALVINISTI



CATHERINE
CARRIGAN



LACEY CHALFANT



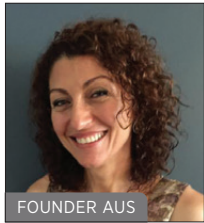
CHEN GUI CHAN



KUI FEN CHANG



SHU CHIN CHIANG



TERPSY CHRISTOU



ANDREW &
BRITTANY DAVIDSON



RACHEL DAVIES



JOYCE DAY



CECILIA LÓPEZ DE LARA &
ANDONI ROMERO DE LARA



GUILLERMO DE SUÁREZ
& IVONNE PAEZ



MICHAEL & SHELLEY
DEANGELIS



DR. MARK & KRISTI
DEBRINCAT



SARAH DEGROFF



AMANDA DIBIASE



JEREMY & HOLLY
DIXON



ERICA DOLAN

PLATINUMS



SUSAN DYESS



DAVE & LIZ EATON



MICHELLE ELSTRO



SAYAKA ENDOU



CAROLYN ERICKSON



DAWN FARRIS



SHARON FILA



MIKE & JANA RANKIN
FINCH



SAMSON & LETICIA
FOLAU



SHAYLEE FORD-
MARTIN



DR. BRADLEY &
ALANNA FRANKLIN



PAUL & STEPHANIE
FRITZ



YOUKO FUJIMOTO



JAKE & LINDSEY
GARRISON



DAREN & CRYSTELLE
GATES



SUE GAVEL



NATHAN & JOANNA
GEIGLEY



JULIE & SCOTT
GETTY



LEANNE GIAVEDONI



KRISTANN GILLIES



CRAIG & LYNN GINES



VALERIEANN
GIOVANNI



CARMEN GOLDSTEIN



LUCY GONZALES-
ROMERO



PAMELA GORGICHUK



BÉNÉDICTE GRAF



LEON GREEN



DREW & LACEY GRIM



GRIFFIN
GUNDERSON



MELISSA GUTHRIE



JÜRGEN & MARTINA
HAKENJOS



DANIEL HAMILTON



TERESE HAMILTON



GRACIE HAMMER



HUANG PO HAN



CLIFF & PJ HANKS

PLATINUMS



GIADA HANSEN



MOANA & MATTHIAS
HARDER



ARIANA HARLEY



KERRY HARPER



ROXANNE HARRIS



BRIAN & JEANNIE
HARRISON



TODD HART



KRISTINE HAUCK



CHLOE HILTON-
CLOW



JULIE & KAULIN
HINTON



PAULA HOBSON



GREG & MELODY
HOLT



CAROL HOLTZ



BRENT & ANNIE
HONE



JOY HORSEMAN



HO CHUAN HSIEH



SHU HUI HUANG



ROCHELLE HUBBARD



HSUEH LING HUNG



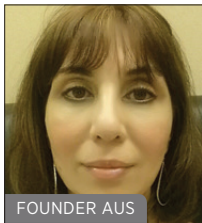
KATIE HUSSONG



KUN YOUNG HWANG



KELLY IRIZARRY



RELEAF ISMAIL



CAROLINE JACKSON



SABINE & HARALD
JAHN



LINDSAY JENSEN



RACHEL JONES



TIFFANI & D'ARTIS
JONES



CHIAO EN JUAN



HENRIETTE
KALGRAAF

PLATINUMS



LEAH KARRATTI



CHELSEY KAYSE



KRISTA KEHOE



COLIN & JEN KELLY



KELLY KETLER



DRS. JENNIFER &
BRADLEY KEYS



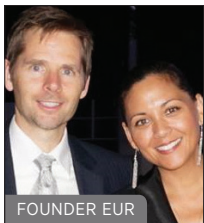
TOM & ROMMY KIRBY



CHRIS & GARY
KIRSCHBAUM



JESSICA HERZBERG
KLINGBAUM



JON ERIK & LYNN
KVAMME



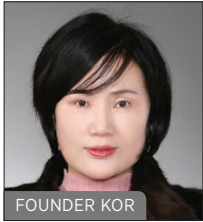
SHARA LANGFORD



ANNDALYNN LEE



CECIL & LIANA LEE



KYUNG MI LEE



REN-MIN LEE



ARLA LEINS



REBECCA
LEONARDES



DR. DANIEL & KATIE
LEVERENZ



ME HEE LIM



HSIU FENG LIN



HSIAO CHUN LIU



XIANGLI LIU



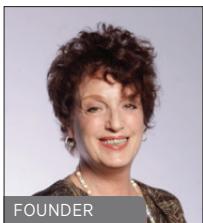
YU CHI LO



JEN & JEFFREY LONG



AVASA & MATTHEW
LOVE



ADELE LURIE



JING MA & JINHUI
WANG



BRETT & BROOKE
MAGLEBY



MELANIE MAITRE



VICKI MARCUS



LENKA MARKOVA



AMY MARTIN



RICK & EMILY MARTIN



CRIS & PATTY
MARTINEZ



KEIKO MARUTANI



SUSUMU MATSUZAKI

PLATINUMS



NICCI LYNN
MCLAIN



DR. ALLIE
MENDELSON



WENDY MENDOZA



KELI MESSERLY



JIMMY & DEIDRA
MEYER-HAGER



EMILY MIEREN



DR JANUARY
MIERZEJEWSKI



HOLLY MILLER



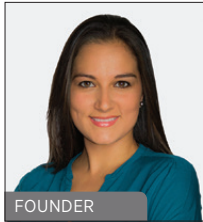
KAREN MILLER



LIU MIN



ANGELA MOFFITT



FOUNDER
ANDREA MONGE



SHAE MORGAN



HARUMI MORITOMO



CAROLYN MOSHER



BERIT MUNRO



RAY & LAUREN
NEWSOM



JENNIE & MATTHEW
NICASTRO



MIYUKI NOGUCHI



RENEE NOVELLO



BERNADETTE
O'DONNELL



HELEN O'GRADY



SARAH O'MAILIA



FOUNDER EUR
FRANK ODDENS



NARU OGISHI



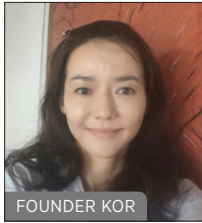
KAORI OKAMURA



BROOKE OLIVER



RAYMOND PAN



FOUNDER KOR
HA PARK



MARANATHA PARKE

PLATINUMS



JAMES & CHRISTINE
PAYNE



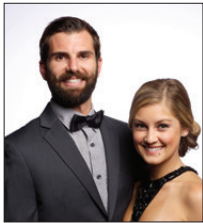
KYLE & KATEE PAYNE



JON & EMILY PFEIFER



JESSIE PINKERTON



BRITT PIRTLE & KYLE
HESS



TOM POLIFKA



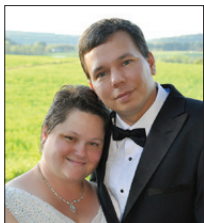
SHERRI PRICE



TRACY PRINCE



KATIE RAGSDALE



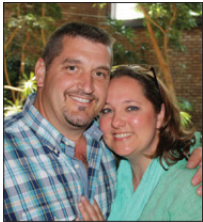
WILLIAM & ALICE
RAHN



JANET RAMER



CLAUDIA RAMIREZ &
SERGIO ANGE ABUNDIS
RODRIGUEZ



MILTON & TIFFANY
REPSHER



NICOLETTE
REYNOLDS



KC RHON



JILL RIGBY



JESSICA ROBERTS



CHANTAL ROELOFS



ROSS & LANA
ROGERS



CANDACE ROMERO



TRENTON & CHRISTY
ROWLES



RITA RUNNELS



JESSICA RYAN



JAMES & MISSY
SANDERS



JIM & SUSIE
SCHIERING



LESLIE SCHMIDT



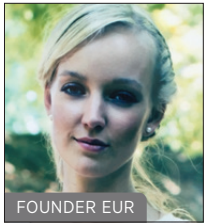
AVA & JACK
SCHNEIDER



JENNIFER & CHANCE
SCOGGINS



AMY SELLERS



FOUNDER EUR
TJASA SERCER



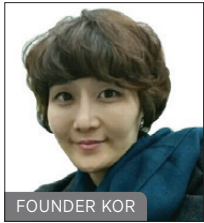
SUZANA
SERRAVALLE



YI MIN SHAO



KEVIN & KESHIA
SHEETS



FOUNDER KOR
EUN YEONG SHIN



LARRY & NIKKI
SHORTS



KATRINA SIKORA

PLATINUMS



AMANDA SILICH



ROBYN SIMON



KATIE SINGERY



DIANNA SMITH



STEPHANIE SMITH



THERESA SOUCY



ROBIN STEINFELD



DAVE & CALLIE
STEUER



WADE & CHRISTINE
STOLWORTHY



PHIL & LEEANN
STORK



BEN & JESS STRIDE



YU-SHOU SU



SHEILA
SUMMERHAYS



JENNIFER SUN



SHARLENE SUTTAR



SAMUEL & MELISSA
TAEU



ATSUKO TAGUCHI



KELLY TAYLOR



KEITH & KELLY
TERRY



EVAN & ADRIENNE
THOMAS



JEN TOMAZINCIC



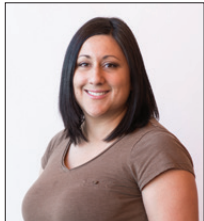
ANI TOROSYAN



JESSICA TREPAGNIER



DUANE & CRYSTAL
TUCKER



JENNIFER
UPCHURCH



SHANDA & JEREMY
VANDEMBARK



JACKIE
VANDERLINDEN



BILL & MARILYN
VANDONSEL



JENNIFER VASICH



TYRONE
VICKERSTAFF

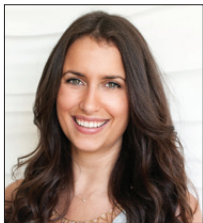
PLATINUMS



ANNA VASKOVÁ



ELENA
VINOKOUROVA



CASEY VON
IDERSTEIN



STACEY WALKER



HIROMI & SHIGEO
WATANAB



NATE & KAROL
WATKINS



TODD & JODI
WEAVER



ROGER WEBB



JOHN & SHAUNA
WETENKAMP



RANDY & SUMMER
WHELCHER



HALIE WHITAKER



EMILI & DALLON
WHITNEY



LORI WILLIAMS



FRED & MARTI
WINKLER



JOHN & CHRISTINA
WOMBLE



MICHELE WRAGG



PENELOPE WYNNE



HUI ZHI XIE



ALISON YEO



TERUMI YUASA



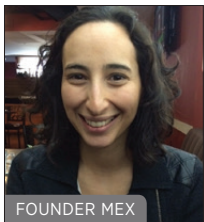
KRISTI ZASTROW



GARY ZHOU &
LAURA WANG



ETHAN & CHRYSTELLE
ZIMMERMAN



DIANA FALLENA
ZONANA

PLATINUMS NOT PICTURED:

GUIHUA CAO
CHANG YU CHI
AIMEE DECAIGNY
ADRYAN DUPRE

CHRISTINA GARDNER
DR. KEVIN HUTTER
YOUYING JIANG
HSISHUN SHIEH

DALTON STEWART
CHING HUA YU

RECOGNITION IS BASED ON THE HIGHEST RANK REACHED TWO TIMES IN THE PREVIOUS SIX MONTHS. RECOGNITION IS CURRENT AS OF AUGUST 2017.

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and reverse logo out of
background in white.

