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A Strong Beginning



Congratulations on Reaching Presidential Diamond

Riyo Ogawa

JAPAN

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

One of the biggest challenges was to balance my time and efforts in the necessary areas of my life. When the Japanese market was not yet established, I started feeling pressured to take care of the market, and there were times when I couldn't pay enough attention to my own team. When there were few resources in Japan, I tried sharing the vision and mission of the dōTERRA executives with the Japanese people. I did everything I could to reach Blue Diamond, and I felt exhausted. At that time, I decided to stop aiming for the next rank, and I decided to first take care of myself and restore balance in my life. It took a lot of effort for me to increase my motivation and change my mindset to become Presidential Diamond, keep providing great support, and cultivate deeper understanding with team leaders.

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

Instead of focusing on the hard things you are experiencing right now, imagine what will happen in the lives of those you help and support. What kind of lives and



“I want to empower people and help them realize they can be the person who makes the world a better place.”

opportunities will they have? When you only think about yourself, your actions become smaller. However, imagine the joy and happiness waiting for you when you are sincerely interested in other people and you contribute to their lives. The key is to desire other people's happiness, pay attention to what you can do for them, and keep doing what is helpful for them. If you do so, you will stop feeling disappointed or overwhelmed. Instead, you will start feeling excited and energized about talking to people and going places to share hope and bring light into people's lives. It is love that changes people's lives and brings happiness and hope. Everyone can feel a sense of joy by contributing to someone's life. This will become the source of your motivation and action!

How have you learned to balance your business obligations with your family responsibilities?

Because I am single, some people may assume I have plenty of time. But I have family members who are not feeling well, and my family also manages a Japanese temple, which involves a lot of responsibilities and challenges. There were times I thought I should take a break from my dōTERRA business, but I decided to focus on attending important events, inviting people, and calling people for even a few minutes when I have a little time during my business trips and seminars. When I'm home, I try to serve my family, share what I am doing to support them, and better understand their needs.

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?

I think they can have a wider perspective and greater point of view in life. I've started feeling that the world is much smaller than I used to feel it was.

It is my joy to spend time and share a higher vision with the top leaders in the world who worked hard together at the beginning of our journey. Many Presidential Diamonds understand the importance of building successful leaders and aim to contribute to a better world. I think we need to be more excited and serious about making the world a better place. The mission of dōTERRA is to transform families one drop of oil at a time, which will transform the entire world. To make this possible, don't you think it is important for each of us to gain a greater perspective in life and go forth to serve the world?

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

I have a desire to increase the number of members who have a vision to make the world a better place and help others dream big. Personally, I want to do more charitable work and help create a community that allows people to have more freedom in life. We need more members who are widely connected and contribute to their societies. I hope I can help more people achieve their life goals. I want to help my team bless, not only Japan, but the world at large. I want them to have bigger visions and perspectives on a global level and expand their possibility and potential to the highest level.

How has this business changed your life?

I have had lots of dreams since I was little, but I thought I had to give up on them due to my family circumstances and my poor health condition. Even though I had big ambitions, I thought I needed to keep my dreams as dreams. However, I realized anything is possible with the dōTERRA opportunity because this business has a system for anyone to be successful by having strong commitment, not giving up, and being supported by team members. 💧

Congratulations on Reaching Presidential Diamond

Mikalena Knight

ROCKINGHAM, WESTERN AUSTRALIA, AUS

“When I see the people I work with, I don’t see numbers—they are human beings yearning to live their dreams and create freedom.”

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

Belief. This has been a standout challenge for me and has been the foundation of all other issues I have had.

When I began sharing dōTERRA products, I had very little going for me—no business experience, leadership skills, or network, and little support at home because my husband was away so much. Combine that with a huge amount of fears, and I didn’t have much belief in myself. However, I knew I wanted this, so I faced those fears. I started calling our rank advancements “soul advancements” because at every step we are elevating our souls, finding new altitudes of courage, expanding into our gifts, and rising into the beings we are.

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

I came to Presidential Diamond differently than most people, and I have different skills than most people in network marketing, so I had to find my way differently, and that was through growing myself. Run headlong into self-discovery, self-development, and leadership development.

Then inspire that in your team. They all have one mission and that’s fulfillment, so I will guide each person who desires to rise through what I have faced along the way. In my experience, every time someone gets stuck, it’s a limiting belief that has a hold on them. When you start to inspire people to dream big and be brave enough to reach for it, then the business knowledge and strategy will be used well.

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

I didn’t have a great deal of balance early in my dōTERRA business. I was trying to be a mum to a young child, build a business with a husband who was away most of the time, and was working way too many hours. Now I am committed to balance. I am getting better at the “empowered no”; rather than working from obligation, I rise into opportunity. I protect our family from being too busy because I thrive on time with my husband and six-year-old son, and my family deserves my time.

Some people don’t want to reach Presidential Diamond because of how hard and stressful it seems. Why should someone want to reach it?

It doesn’t have to be stressful or hard. That doesn’t mean it’s going to be easy; however, if you stay connected to the possibility, you will naturally flow there as long as you don’t quit. If you set the intention, do the work that fits your lifestyle, work on yourself, work heart-to-heart with the people you are bringing on this journey, face challenges with your support network, and let go of attachment to what it should look like, you can reach your dreams without the stress of the race.

Presidential Diamond is about so many things, but topping the list is the power of awareness that you have changed lives—not just with the oils, but the beautiful journey of seeing others rise into their light.

Also, I understand how much it is about the money in the early stages of the business. However, I have realized that at Presidential Diamond, it is no longer about the money. You can let go of that fear and focus because the prosperity is life changing. It’s powerful and humbling to share simply from a place of passion, purpose, and heart.

Lastly, dreams are realized and true freedom is created. While you might have to lean into your fears harder than you ever have, you find more possibilities than you could have realized. At Presidential, you find a greater level of freedom than you’ve ever known.

What motivates you to continue building your business at this stage?

I am motivated by helping others achieve the prosperity and freedom I have achieved. I am inspired by anyone who wants to share this journey with me. That is what keeps me going every day, and I thrive on helping others rise.

How has this business changed your life?

In every way possible. Four years ago, I was in a bad place. I had no money, no friends, and was in a sad place. I had been

suffering in that sad place for the two years since I gave birth to my son. My husband was away most of the time, and I didn’t have much support because my family didn’t live in the same state. I’m so grateful to have found the dōTERRA opportunity when I did.

I couldn’t possibly list all the ways this business has changed my life, but I found a family, I got my husband home, it helped me rise out of my sadness, and it helped me realize

my dreams and create new ones. It helped me realize my joy for helping others dream big and rise into those dreams, and through that, I found my purpose.

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

My husband, Richard, hasn’t been actively involved in the business; however, since he left the Navy, he has been amazing support in the home, as well as taking on the financial side of the business.

It was a dream of mine to have my husband work beside me, but I realized it might never happen and I don’t need to have Richard join me in order to succeed. It’s incredibly empowering to do this on my own, and it’s wonderful to watch Richard bloom in what he’s passionate about. 💧

Frank Oddens

THE NETHERLANDS

A DIFFERENT KIND OF BUSINESS

Frank Oddens first met Dave Stirling during a layover while he was traveling in the United States for business. Frank had been reluctant to agree to meet with Dave, but when they met, Frank noticed that Dave put his family first, which impressed him. As they connected over family, health, nature, and essential oils, Frank felt he should pursue this opportunity. Several months later, he decided to start building his dōTERRA business back home in the Netherlands.

When Frank started out with dōTERRA, he wasn't very familiar with essential oils. He recalls, "My first impression of the oils was that they smelled natural and nice. I knew very little about their uses." He started using the products right away and loved them. Frank's wife, Tjarda, and their three daughters also love using dōTERRA products, and they support Frank in sharing the oils and the dōTERRA mission.

Because Frank previously worked as an executive in a company he founded

with two partners, he is no stranger to building his own business. While he feels that many skills carry over into his dōTERRA business—including networking, making business decisions, and scaling up his business—he has also found that this opportunity is unlike any other. Frank says, "dōTERRA has proven to fit very well into our family life. Compared to what I did prior to dōTERRA, we feel blessed. It integrated seamlessly. We now do what we would do anyway: help people who need help. The return of energy is much larger than any other job or venture I have done before."

"I AM BLESSED WITH SOME AMAZING LEADERSHIP IN MY TEAM. WHAT THEY ALL HAVE IN COMMON IS A GOOD HEART."

For Frank, one of the great advantages of the dōTERRA business compared to other ventures is that this opportunity fully resonates with his personal mission. He explains, "That's why I choose to spend time on this. I am

engaged with dōTERRA because it is a well-based value vehicle that ultimately empowers me to be a blessing in the lives of many people, be it spiritual, physical, or emotional." This motivates Frank to continue building his business and sharing the blessings of dōTERRA products with others.

In comparison with his previous business endeavors, Frank feels that dōTERRA also stands out in the continuous nature of the business model and residual income. His most recent business before dōTERRA was based in software, which Frank sees as having a limited life cycle. In contrast, the dōTERRA business creates the opportunity to build a long-lasting, stable customer base and income. "Next to the quality and the legitimacy of the oils, the recurring aspect of the company was the number-one game changer."

Now that Frank has built a strong team and loyal customer base, he is eager to continue working toward his goals. He says, "I love the mission that I can be part of with dōTERRA. It is fulfilling to experience how many lives are blessed by the effects of this company and its foundations. Without dōTERRA, it would be much more complicated to personally contribute in such a great way."

"I HAVE NO 'TACTIC' FOR SHARING. I JUST SHARE FROM THE HEART."

FOUR ESSENTIALS FOR SUCCESS

1 LOVE THE OILS. "Your own conviction makes all the difference. Let the oils be the salesman. Being a product of the product sounds like a cliché, but it's true. Create an understanding of the oils (yes, this applies to guys too!) and familiarize yourself with giving an outstanding class with a superb close."

2 GIVE IT A CHANCE. "Realize this is a totally different model compared to working for your paycheck each month. You're setting up a recurring business. This takes time and requires vision and patience. Creating sustainable residual income is a matter of persistence with one great benefit: never having to work again."

3 UNDERSTAND THE BUSINESS. "It is important to immerse yourself in the business details. Understand the compensation plan, placement strategies, networking strategies, etc., and know how to teach these. You need to be certain and solid when you share the business opportunity."

4 WORK FROM THE HEART. "This is the most important: work from the heart. You need to love the people you're working with. If you have a mindset that is too transactional, you will not be able to build a spirited team that knows how to inspire others."



FREEDOM OF CHOICE

NEW dōTERRA DIAMOND

Kerry Harper

WANNANUP, WESTERN AUSTRALIA, AUS

**“If you have a hunger inside of you—
a hunger for change—then you can do this!”**

Kerry Harper has always had entrepreneurial tendencies—even as a little girl, she created her own businesses. This is just one of the reasons why the dōTERRA business has been a perfect fit for Kerry and her family. As she looks back on her journey with dōTERRA, Kerry feels grateful for all that has changed in her life.

Kerry was introduced to dōTERRA products when she was searching for a natural health solution to help her son. When Mikalena Knight offered her essential oils, Kerry decided to try them. Her son experienced impressive results, and so did the rest of her family members when Kerry used the oils to help with other health issues. She remembers, “To be honest, we were all blown away. It almost felt too good to be true, but there are only so many times you can ask, ‘Is this a coincidence?’”

After a few months, Kerry realized she had become a natural sharer, often offering the essential oils to friends and acquaintances as she heard about their

health problems. When she realized she was already sharing, she decided to look into the business opportunity.

“I loved the energy of the people I met at dōTERRA workshops, and I loved the aha moments my family was experiencing. I researched the company inside and out, and I saw how beautiful the ethics, sourcing, and company as a whole are.” Because Kerry has also long been dedicated to using natural, high-quality products with her family as much as possible, she knew that both the business and the products were a good match for her values and interests.

When she started with her business, Kerry was driven by a desire to do something she loved, to share natural solutions, and to help others reduce toxins while earning a little extra income for her family. Since then, her motivations have grown. “I have a vision of being in a financial space of service with my husband, Jared, and our kids. My vision is to help rebuild villages and communities, and to build structurally

safe places for communities that are less fortunate.” Kerry is especially passionate about providing hormone support and sanitary menstrual options for women and girls, with a goal of enabling these girls to complete their educations and come out of poverty.

Through it all, Kerry is supported and encouraged by her family. Jared and their children love using the oils and telling others about their benefits. Kerry’s family is also part of her motivation to continue building her business. She explains, “I am grateful to be financially capable of homeschooling if we need to and to be able to hire tutors to teach my kids. It’s the freedom of choice.”

Kerry’s team is another strong drive in her desire to continue growing her business. She says, “I am so excited to see where they take this opportunity, their growth, and their Why. As a Diamond leader, having experienced the change myself, I want this for my team. They work so hard and have so many dreams—I can’t wait to see them fly with me!”

PREPARE FOR PROGRESS

SHIFT YOUR MINDSET

“Without a mindset switch, you will stay where you are. You need to be in a mindset ready for the challenges, for the leadership. I used tools like tapping, and I manifested and sung out personal mantras several times a day. I had my family on board to visualize with me.”

WORK CONSISTENTLY

“I am consistent and always have classes on. It’s like your favorite shop—you know it’s always open, so you always go to that shop. There’s nothing worse than finding a shop you love and it has everything you need, but they’re never open.”

KNOW YOU ARE ENOUGH

“Unfollow social media pages that make you feel unworthy or second-guess yourself. They don’t serve you. Make this journey yours, not a replication of what you think you need to be or what you think people want you to be. You are enough!”

David & Ana Chapman

WOODSTOCK, ONTARIO, CAN

ABUNDANT MIRACLES

Ana Chapman saw the dōTERRA business opportunity clearly because of a coincidence at a church activity. A friend found a dōTERRA packing slip in Ana's papers and asked her whether she sold dōTERRA products. Although Ana had only been a product user up until then, she said yes. She recalls, "I felt like I shouldn't turn down an opportunity like that. It was exactly what I needed to define myself as a Wellness Advocate." From that encounter, Ana finally agreed to host a class taught by her supportive upline, and the friend who found her packing slip is now one of Ana's qualifying builders.

Ana and her husband, David, feel that their dōTERRA journey has been full of these coincidences—or rather, miracles. A few years ago, Ana was casually building her business when David was laid off from his job. That was just the push they needed to commit to building with intention. Ana explains, "That lit the fire under both of us. David and I traded off teaching classes and taking care of the kids. We also participated in

Diamond Club. It was our circumstances that pushed us to take this seriously and aim for Diamond."

While they worked hard to achieve their goals, David and Ana feel they also had immense help from their upline, their team, and God. "When it gets to the point where we don't know how we're going to make it through, that's when God comes in and saves us." They're also grateful to have the support of their family and friends, especially "Abuelita" and "Grandma," who helped provide childcare so David and Ana could work on their business.

Although those times were challenging and they still face difficulties in their business, Ana and David strive to maintain a long-term perspective. Ana is particularly driven by her heritage. She explains, "My dad escaped El Salvador's civil war to come to North America. If he could do that to improve his family's life, then I can kick it up a notch and help provide the best I can for my family. There are so many opportunities here in North America; I need to take this opportunity and push through."

Ana and David are grateful for the financial blessings they have seen through their dōTERRA business, as well as other changes it has brought to their family. "This business was the financial answer we needed during that difficult time. Our family's health has also improved, and it's so empowering to have the essential oils and other products as tools in our home." David loves feeling empowered as a father to be able to care for their children. He says, "I want to empower other families to be able to take care of their kids. They need to know that there is an alternative solution. This is why we'll never stop sharing."

Because of the blessings they have seen in their lives, Ana and David are passionate about helping others experience these benefits too. "The financial freedom, the changes in our health, and the personal development have been life changing. We want to see everyone experience the blessings of dōTERRA in their lives, especially our Essential Oil Village!"

"dōTERRA was the shelter that allowed us to grow and be able to get out of our difficult circumstances." —David



CREATE YOUR DREAMS

Create opportunities. "Don't wait for opportunities to come to you. Create them. Connect with your higher power—in my case, my Heavenly Father—and ask for guidance and direction to know where you can be of service to others. Serve your family, serve your team, and serve your community." —Ana

Look to the company. "Ana has been very instrumental in developing our team and our approach to mentoring our team. She tells them to look to the founding executives for their great example and vision. She also encourages them to use the tools and systems dōTERRA has already created for sharing and building. Use what the company provides, keep it simple, and encourage duplication." —David

Dream bigger. "When I started rank advancing, I felt I didn't belong on the stage for recognition. I had to break through that and take the love and recognition poured on us. Now we focus on improving our lives and giving our kids the best opportunities possible. dōTERRA gives us the chance to dream bigger." —Ana

Jessica Champagne

ST-GEORGES, QUEBEC, CAN

DRIVEN TO SUCCEED

When Jessica Champagne discovered dōTERRA products, she had never heard of essential oils before. She was invited to a dōTERRA essential oils presentation at her children's school, and she was immediately intrigued by the oils. Jessica ordered a kit, and once she started using the oils with her family, there was no going back.

In addition to being quickly impressed by the results she saw from the oils, Jessica was also interested in the business opportunity. She had been self-employed for a short time, and she saw how the dōTERRA business could contribute to her family's finances. Jessica remembers, "I got on board with the business fairly quickly. The oils were complementary to my work, so I began offering them to my clients. My customers liked the oils, so a few weeks later, I decided to go for it and make it my business."

Jessica is grateful to have the support of her family throughout her dōTERRA

journey. She says, "My spouse supports me in everything I do and in all my decisions. He got on board as soon as I decided to commit to the business opportunity." He takes care of their children while Jessica works on her business, and he gives her invaluable encouragement by believing in her, even during challenging times. Their children also love the oils. Jessica says with a smile, "I think they could give a workshop in my place!"

Because Jessica has seen how the oils support her family's health, she has become passionate about sharing those benefits. She has two main motivations to continue sharing dōTERRA products and the business opportunity. First, Jessica loves helping others find natural solutions for their health. Second, she is excited to help her team achieve the same financial success she now enjoys. Jessica explains, "I am able to make a difference to people around me by sharing the benefits of the essential oils while being paid to do so." This

combination of helping others while providing financially for her family—and sharing this possibility with her team—keeps Jessica motivated.

Jessica has seen her team grow over time, and she has become more and more dedicated to helping them reach their own goals. When she realized that Diamond was within her sights, she was driven by extra motivation from her spouse: "He told me he would ask me to marry him when I reached Diamond!" Even with this extra motivation, Jessica knew it would take hard work to reach her goal. "I worked 25–30 hours per week for many weeks. You have to work for your goals! Success doesn't fall from the sky."

Now as a Diamond, with her spouse and children by her side, Jessica is eager to see what more is in store for her. She is excited to travel more and to provide for her parents, and she hopes the leaders on her team will soon experience the freedom of this rank as well.



SUPPORT FOR SUCCESS

FOCUS ON PEOPLE

"Two personality traits that define me are confidence in myself and a love for people. If you want a customer to stay with you and purchase regularly, you need to provide them with a worthwhile service. Follow up and stay in touch with them."

BE AN EXAMPLE

"I want to inspire and motivate my team to continue building and sharing. I continue to build my own business, so I hope they do the same thing when they see my example. I also set an example to my team of attending events."

SUPPORT YOUR TEAM

"Strategy is my strength, and I enjoy that part of my business. I'm here to help my team understand placement strategy. I reassure new builders that they'll understand structure in time, and I'm here to support them on the way."

"PERSEVERANCE IS THE KEY! WORK HARD AND DON'T QUIT."

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



■ Mylène Gagnon

BOLOEIL, QUEBEC, CAN

Building on Strengths

"I see great things for my team, and I know I will never stop because this is how I realize my dream of helping hundreds of people realize theirs."

Mylène had been using essential oils to support her health and her family for some time before her friend and now upline, Marie-Kim Provencher, introduced her to dōTERRA oils and the business opportunity. Because Mylène had dreamt for years of being self-employed, she was immediately interested. She soon committed as she saw how her interest in the oils, her desire to be self-employed, and her work experience in customer service and business development could work together.

In all that Mylène has experienced since then through her dōTERRA business, she is grateful to Marie-Kim. She says, "I sincerely believe that if I had not had the confidence and motivation of my best friend and upline, I would not be here today. My upline believed in me more than I believed in myself. This allowed me to grow and become what she saw in me."

Because she has seen the power of having someone believe in her, Mylène strives to provide the same for her own team. This goes hand-in-hand with her Why. "I believe that anyone can make their dreams come true by using their

talents and creative energy. I wake up each morning with the goal of motivating one more person to put his or her talents to work to serve others." Mylène also works to create connections between the people she meets to form a team that uses the talents of each member.

Mylène built on the talents and strengths of her team to help her reach Diamond. She explains, "Building to Diamond wasn't really my choice—it was done with my team. When you meet passionate people who also want to develop their businesses and achieve financial independence, you have no choice but to work as a team with them for this shared purpose." One of the turning points for Mylène was reaching Silver; she could see the dedication of her builders, and she wanted to help each of them achieve their own long-term goals.

To reach Diamond, Mylène applied her talents and strengths on a new level. "I had to work on my self-confidence as a leader. I had to decide what kind of leader I wanted to be for my team, and I wanted to be the best I could for them." She also feels it is important to create a timeline and action plan to achieve any goal, such as hitting Diamond.



"That's what I did, one step at a time, one customer at a time, one builder at a time. When your plan is clear, you put the actions in step-by-step, and you quickly realize that you have reached your goal and it is time to set another."

Now that she has achieved her goal of Diamond, Mylène is eager to continue working toward new goals and helping her team do the same. She says, "All of my frontline leaders want to reach Diamond in the coming months. I share my experience and how I got here. Personal development is the key. We all have blocks and constraints that slow us down. When we become aware of those and move past them, we can achieve great things."

MOTIVATE YOUR TEAM

Work in their strengths

"I work with each team member in their strengths and zone of genius. Builders can get discouraged when tasks are too far from their zone of genius, so I try to highlight their strengths first and then work with them in the areas that challenge them."

Attend events

"Events are a great source of motivation for me and my team. Participating in convention each year has given me more confidence in the company, more product knowledge, and a motivation boost to share with the rest of my team."

Foster team spirit

"Team spirit is one source of my motivation. That's why I made it my mission to get to know each member of my team. We have mentoring calls, coffee meetings, Zoom meetings, and mini boot camps. It's important to gather and work together."

Brad & Kathy Alldredge

SOUTH JORDAN, UTAH, USA



Her True Calling

When Kathy Alldredge was in college and trying to decide a direction for her life, she read a book that recommended finding something you love doing, and then finding someone who will pay you to do it. That's exactly what she found in the dōTERRA business. "The oils became an obsession for me. There are people who do their work just because it's a job, but for me, this business is my calling."

Kathy knew this opportunity would be her calling at the first class she attended. She explains, "When I smelled the oils and learned about the business, I knew this was it for me. I knew I was going to do the business and this would be the

product I aligned myself with." Kathy is passionate about sharing both the oils and the business to help others find their callings and reach their goals as well.

Because Kathy is confident in both the products and the business opportunity, she never hesitates to share either. "It's important to share this opportunity. If someone says no, I always say, 'If that changes for you, let me know because I'll be waiting for you.' No usually means, 'Not yet.'"

For Kathy, the dōTERRA business has changed her entire life and her family's life. Her husband, Brad, supports her

100 percent, and their children also encourage and help her. Kathy says, "My kids could teach a class! They know the oils, they know the ranks, and they know the compensation plan. They help me so much—it's a family business."

Because Brad travels for his work, they take turns traveling and being home with their children. In their efforts to balance their work and their family, Kathy has found two essential keys that work for her. "I'm a big advocate of planning your day the night before. Make sure the top three tasks are completed right away." The second key to balance for Kathy is knowing that balls will drop in certain areas on occasion, but not letting the ball drop in the same area twice in a row. "I've had to miss my kids' recitals and games, but never twice in a row. I've missed dōTERRA classes and workshops, but never twice in a row." For Kathy, this rule ensures she balances her business responsibilities with her family's needs.

The dōTERRA business has not only changed how Kathy works and takes care of her family, it has changed everything about her. She explains, "This opportunity has brought self-development to me and my family. I'm a better person because of it. Sometimes people tell me they can't do the business because they're a mom, but I believe they need to do the business because they're a mom." Kathy firmly believes that this opportunity can help all women and men live better lives.

Moving forward, Kathy is driven by the goals of her team members. "My Why now encompasses helping others create their dreams. I'm excited to watch my leaders go Diamond. I trust the timeline—I know I'll be Presidential Diamond one day. For now, I want to help my team achieve success for themselves."

"I believe each person has a unique purpose to help heal the world. I get to help them discover it."



TOP TIPS

1 SHARE WITH EVERYONE. "Don't make decisions for other people about whether they could afford the oils or would be interested in natural products. Everyone has a need for the oils at some time, and all people need this opportunity. Share with everyone."

2 INVEST YOUR PV POINTS. "Know that your PV points aren't just points to stock your own shelf—PV points are gifts to invest back into your business. Think about what you can do with those points. You can use them to put more classes on the calendar."

3 ENLIST EVERYONE TO HELP. "Don't do this on your own. If you can, get support at home, from your crossline friends, and from your team. There's something magical when your team supports you in hitting Diamond; their dreams come through to support yours."

"In order to rank to Diamond, you must become a Diamond in your mind and belief first."

Jenny Upchurch
IONE, CALIFORNIA, USA

“Be brave and get out of your own way. Take steps to develop your confidence and belief, and you will succeed!”

A BETTER FIT

If you ask Jenny Upchurch whether her past career experience has helped her in her dōTERRA business, her answer might be, “In a way.” For Jenny, her past experiences have helped her to see what a great fit this opportunity is for her.

Jenny explains, “My past experience helped me realize how special the dōTERRA business is. My previous job had many limitations—it was limited in flexibility, limited in earning potential, and

limited in the ability to impact others. With the dōTERRA opportunity, I can really use my strengths and creativity to help my business succeed and make my mark on the world. It’s a perfect fit for my personality and the lifestyle my family wants to live.”

Her family’s lifestyle was what interested Jenny in dōTERRA products in the first place. Jenny says, “I wanted to use the products with my family. We already used natural healthcare

products, so the dōTERRA products fit in with what we were doing.” When Jenny noticed a shift in her family’s health after starting to use the essential oils, she decided to begin sharing about them.

In the beginning, Jenny worked on her dōTERRA business while also working as a speech pathologist. “My dōTERRA business was more of a hobby at first. I would work on it in the evenings and on days off. I couldn’t explain at first

why I felt a need to dedicate so much time to it. It just felt right.” As Jenny continued to witness the impact the oils had on people’s lives, it compelled her to keep going.

Once Jenny reached Leadership ranks, she began to realize the earning potential of the dōTERRA business and how it could impact her family’s life. She explains, “Once my dōTERRA income matched my speech pathology income, I decided to leave my job and focus solely on my dōTERRA business. This opportunity has really shifted things for my family and me—I have so much more freedom and flexibility, I feel more fulfilled, and I have much less stress in my life. I have been able to experience so many exciting adventures and have connected with some very special people through dōTERRA. This business has opened up a whole new world for me!”

Jenny describes herself as someone with fairly intense anxiousness in social situations. She lives in a very small town, and prior to this opportunity, had no experience with business or sales. “I’ve had to overcome fears, learn new skills, and get out of my comfort zone for my business to grow. The personal development I’ve experienced has been priceless. I feel like a butterfly that has emerged from her cocoon! If I can do this, anyone can!”

Jenny is also driven to share dōTERRA products because of a deep passion for holistic healing and medical freedom. She says, “I want people to know they have choices in how they care for themselves and their families. I want everyone to have access to these powerful natural health tools, know how to use them, and truly feel empowered in their healthcare.” With a strong Why motivating her, Jenny is eager to see where her journey leads her.

POINTS TO REMEMBER

DEVELOP STRENGTHS

“I love that there are many different paths to success in this business. I encourage my teammates to do this business in a way that best fits their unique needs and personalities. Helping others to discover their strengths and develop their gifts is my favorite!”

FOLLOW UP FEARLESSLY

“Be confident in follow-up. I try to remember that if my enroller hadn’t been persistent in following up with me, I wouldn’t have enrolled and I wouldn’t have this opportunity in my life now. Allow people their own process in making decisions, and don’t give up on them or take it personally if they need more time.”

DON’T FORGET UNILEVEL

“I’ve come to love Unilevel. Even though it takes time, consistency, and persistence to develop, Unilevel is very stable. I’ve had months where I’ve needed to focus more on family, health, or special opportunities that arise. I’m able to step back from work and know I’ll still have income because of the stability of the Unilevel.”



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

GEAR
UP
FOR

DIAMOND CLUB

Are you ready to infuse your team with momentum and take your business to the next level? If so, Diamond Club might be just what you need. With Diamond Club, you can propel your business forward with an excitement and motivation that drives you and your team to succeed.

With the qualification month for the next fall season of Diamond Club just around the corner (June!), here are a few FAQs and important notes to keep in mind as you gear up.

What are the qualifications to participate in Diamond Club?

To give you the best chance for success in Diamond Club, the following requirements must be fulfilled in order to qualify to participate:

- Have at least one Diamond Club sponsor—your sponsor can be any Wellness Advocate in your upline, of any rank
- Qualify as a Silver or higher in qualification month
- Personally enroll three new Wellness Advocates and/or Wholesale Customers (each with a minimum single 100 PV initial order) during the qualification month
- Have a total of 10 Wellness Advocates and/or Wholesale Customers in your personal organization who process an LRP order of 100+ PV on or before the last day of the qualification month
 - Of these 10 Wellness Advocates or Wholesale Customers with an LRP order of 100+ PV, five must reside within your local area, and five must reside in one out-of-area location

What is the Diamond Club program schedule?

Fall Season

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

Spring Season

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

Can my spouse or partner participate in Diamond Club with me?

Yes! You can add your spouse or partner to your Diamond Club account, and they can also travel as part of the program. The maximum number of trips eligible does not change (six per account per month).

Can I receive reimbursement for travel during Diamond Club?

Yes, there is a reimbursement program for Diamond Club participants. Of course, there are requirements and restrictions for how you will be reimbursed, so check out the details online. Quick tip: save your receipts!

Are there any other advantages to participating in Diamond Club?

Yes. dōTERRA will offer special product promotions and LRP points for individuals who enroll at a Diamond Club event.

To find more information about Diamond Club and to get started with your own Diamond Club account, visit doterradiamondclub.com.

"I'm motivated each day by my children. I love that they are able to experience what we can create together because of my dōTERRA business."

NEW dōTERRA DIAMONDS

Justin & Bridget Arnold

BROUSSARD, LOUISIANA, USA

UNEXPECTED BLESSINGS

Almost everything about Bridget Arnold's dōTERRA journey has been unexpected for her. She came across dōTERRA essential oils on Facebook one night, and although she had been disappointed by other companies, she still decided to try the oils—and was immediately impressed at how effective they are. The business opportunity was unexpected, as were the time and financial freedom she and her family have gained thanks to her dedication and success.

Bridget's family has been one of her greatest motivations. She found the oils while searching for a natural health solution for her son, and she decided to dive into the business to earn enough money to enroll her children in a specific school. At the root of it all, Bridget is dedicated to caring for her family and helping others do the same. She explains, "I get to travel around the country to teach others how to use natural alternatives, and I get to coach and empower other mommas to make the money they need to stay home with their kids or retire from their jobs."

In addition to sharing these possibilities with others, Bridget feels strongly about showing these opportunities to her children. Because she and her husband, Justin, grew up in areas where network marketing wasn't common, she was hesitant at first to commit to the dōTERRA opportunity. Now that her family has experienced the benefits of this business firsthand, she is passionate about sharing it. "I want my children to grow up knowing there are different options out there."

As Bridget works to show the benefits of this business model to her children, she is deliberate in involving her family in her business. "We set goals as a family to help us remember what our next step is and why. When frustration sets in, we oil up and chat through it to be sure it's still everyone's goal. Setting goals together and then honoring and celebrating those goals is the key for us." Bridget loves knowing that her children are growing up with dōTERRA products as well. She enjoys the confidence that they are learning to care for themselves with natural products.

Just as communication is key for Bridget in her family, she knows good communication is also essential for a strong business. In fact, one of her top tips for reaching Diamond is to recognize the importance of communication. She explains, "My leaders and I have different strengths, and when we are in great communication, it allows us to brainstorm together. It isn't about doing this on our own—it's about duplicating and sharing with others, and communication is key."

Having reached Diamond herself now, Bridget is more passionate than ever about sharing this opportunity with others. She is grateful for everything that has come as part of this unexpected journey—the personal development, the financial freedom, the time freedom, and the opportunity to serve others. Now she focuses on staying authentic. "I want to enjoy each conversation, each moment, and take in and live each and every experience God gives me so I can serve others with my knowledge, ideas, or products."

GROWTH ADVICE

DON'T FEAR THE FOLLOW-UP

"Initially, I wasn't very comfortable with following up. Thankfully I have grown to understand how valuable it is for both me and the customer. Families are constantly pulled in so many directions, and I know how much I appreciate it when people follow up with me."

GET INVOLVED IN EVENTS

"My leaders and I love to pool our strengths to create fun, educational events. Getting leaders excited and having parts to play is crucial. Once leaders have key parts, it helps get others to the event because the leaders are motivated and will be bringing value. It also helps to share the workload for everyone involved."

ALLOW STRUCTURING MISTAKES

"Know that you will mess up with structure. Learn from your areas that you feel you could have done differently. There's a lesson in each and every instance, and there's a reason they are there. Communicate at least weekly with your upline and crossline about structure."

Marco & Sabrina Petrollini

ITALY

A NEW LIFESTYLE

When a friend introduced Marco and Sabrina to dōTERRA essential oils during a visit to the United States, they were immediately interested. Because they already used natural products and solutions in their family, they were intrigued by how effective the oils were. Sabrina has always used natural health solutions, and she soon began sharing the essential oils with others to help them with their health. Marco also recognized the potential of the business opportunity and was excited about its possibilities.

Since the beginning, Marco and Sabrina have worked together to build their business. They explain, “We have complementary strengths, and we have learned to take advantage of our different talents and capacities. Sabrina is more involved in teaching the benefits of using the products, while Marco is more involved in teaching the business overview and the business opportunity in general. We are both involved in

all of the different activities and aspects of the business.”

Marco and Sabrina build the business as a couple, and their entire family loves using the products. Their four children use the oils on a daily basis, and they have even told their parents that they want to become Wellness Advocates when they’re older. While they work hard to build their business, Marco and Sabrina never neglect their family in favor of their work. “We believe there is nothing more important than our family. The dōTERRA business has helped improve our relationships with our children and between us as spouses.” They feel grateful to have the opportunity to travel together and spend more time together.

Although Marco and Sabrina haven’t worked full time on their dōTERRA business, they feel it has become part of their daily life in a powerful way. They explain, “We don’t do this as a job—we do this as a lifestyle. We bring the oils with us wherever we go. We have them with us for our personal use, as well as

“If you have a dream, just know that sometimes life will surprise you, and what you will live will be even better than what you have dreamt.”

to share with others who need help in their daily life. There is no specific tactic for sharing other than being ourselves and being kind to those we meet.”

Looking back on their dōTERRA journey, Marco and Sabrina feel their life has changed in remarkable ways. “Our life has changed for good, and it will continue to be better if we are faithful to the principles we believe. We feel blessed not only on the temporal side—the greatest blessing has been to have the privilege to meet amazing people who are influencing our life for good. Today we have so many more friends because of what we are doing with our dōTERRA business.”

Because of the great changes they have seen in their own lives, Marco and Sabrina are passionate about helping others experience the benefits of this opportunity as well. Now that they have reached Diamond, they are eager to help their team do the same and experience the success and blessings they now enjoy. “It is not easy, but it is absolutely possible for each one of us!”

DIAMOND POINTERS

Reserve your seats. “When we attended the Europe convention in 2016, we saw that the Diamonds had special seats reserved for them. Sabrina said, ‘We need to sit in those seats one day.’ That day, we ‘reserved’ two Diamond seats, and now we’ve made it. It was the result of simple but constant actions done on a daily and weekly basis.”

Focus on Silvers. “We focused on supporting four leaders to hit Silver. While we were working toward that goal, two of them not only hit Silver, but they hit Gold. Then we focused more on the other two who needed our support to hit Silver. We used webinars on a weekly basis to have the opportunity to mentor many people at the same time.”

Teach duplication. “A Diamond should teach his or her leaders how to work to build Diamonds. We should be 50 percent focused on reaching our goals, and 50 percent focused on helping others achieve their goals. Simplicity and little things done on a daily basis will bring success. Perseverance is needed to hit Diamond. Don’t get discouraged when it becomes hard.”



“This opportunity arrived in our life when we were very busy with our jobs and family, but we made room in our life so dōTERRA could grow, becoming part of our daily life.”



■ Harald & Sabine Jahn

AUSTRIA



“The world needs people who are committed to a better world, and to do this, you need to care for your own family first. Only one who is well himself can share with others.”

A MISSION FOR GOOD

Harald and Sabine Jahn never imagined from their first introduction to dōTERRA essential oils that they would one day be building their own dōTERRA business, much less achieving the rank of Diamond. When Sabine was introduced to the oils at a seminar, she was immediately drawn to them. She recalls, “The first impression was surprising—they were different from the oils I had tried before.” However, because of time restraints, it was several months before she was able to enroll.

Once she enrolled, Sabine still needed to convince Harald that the oils were effective. Sabine explains, “Harald was very skeptical at first. It was incomprehensible to him how the oils worked. After his first experience with them, however, he was convinced. Several other experiences helped him overcome his doubts and strengthened my conviction that the oils are pure and natural.”

Even after both Sabine and Harald were committed to using the products, they were not interested in the business opportunity. Again, their experiences with the oils changed their

minds. “Many experiences showed us how urgently people need the essential oils in their everyday lives. Being able to help others quickly and efficiently became our daily task.” They decided to start building their business to share the oils with people who need them.

In addition to their love for the oils, Harald and Sabine are also dedicated to sharing the dōTERRA mission and values. They are especially passionate about Co-Impact Sourcing® and the dōTERRA Healing Hands initiatives. They explain, “Ethically, Co-Impact Sourcing is a wonderful opportunity to bring about many positive changes in developing countries and, in collaboration with dōTERRA Healing Hands initiatives, creates a way to alleviate human suffering and poverty.” They are proud that their work with dōTERRA helps support a sustainable, ethical business model.

Harald and Sabine are grateful to work in this business together, and they have each learned to take advantage of their talents to benefit their work and their relationship. “As a couple, we have decided together to follow the dōTERRA mission. Harald is the calm and

balancing influence; he is the contact person for our business partners and helps with team building. Sabine shares her love for and experience with the oils. It’s beautiful to walk a common path where everyone can bring their own personal strengths.”

As they work to build their business together, Sabine and Harald are also excited to share this opportunity with their family. They have three adult children, and one of their daughters has chosen to build a dōTERRA business as well. One of Harald and Sabine’s goals is to be able to take more vacations with their children and spend more time together.

With all they have experienced and learned, Harald and Sabine remain dedicated to sharing the oils and the opportunity with a greater goal in mind. “The essential oils are a wonderful health support, and the spirit of dōTERRA is something we can’t help but share. We want to help make the world a better place. We want to be able to tell our future grandchildren about a ‘good world’ in which the wellbeing of other people is the center of our focus.”

ESSENTIAL EXPERIENCES

OIL EXPERIENCES—“The best option for sharing the oils is to unscrew the bottle and let them smell the essential oil. Giving them samples is also well received. We also hold meetings and one-on-ones to convey the importance of relationships and strengthen their confidence.”

BUSINESS EXPERIENCES—“The easiest way to share the business opportunity is to personally accompany a new business partner in sharing the oils. Show them how you do it yourself. If you have a love for the oils, people will feel that. That love is a prerequisite to being successful in this business.”

PERSONAL EXPERIENCES—“Each team member has their own personal ‘dōTERRA way’ that we need to support—everyone has their own pace, and this needs to be respected. Motivating our downline means being there for them, being available as a contact, and offering coaching.”

■ Megumi Kono

JAPAN



TAKING CHARGE

“Keep believing in the possibilities
of the dōTERRA opportunity!”

When Megumi Kono was introduced to dōTERRA products, she loved everything—the aroma of the oils, the people she met, and the business opportunity. Because her mom had participated in a network marketing company, Megumi knew it was a great way to earn income. With this experience in mind and a desire to earn extra income for her family, Megumi committed to the business that same day.

Megumi knew from the beginning that the products would be a great fit for her family. She explains, “Our family avoids using chemical health products, so we look to natural products when there is a need.” She is grateful that her children are learning to use the essential oils and other products on their own to address their health needs. Megumi is also grateful for the flexibility of her business—she regularly takes a day off to spend with her family, and she often keeps evenings free from work so she can play with her kids.

Because she has experienced these benefits from both the products and the business, Megumi is passionate about sharing this opportunity with others, especially other women. She says, “I want to help women become independent. My life has changed thanks to the dōTERRA business, so I ask others if they would like to change their lives as well.”

Before finding the dōTERRA opportunity, Megumi felt her life lacked strong direction; she focused on caring for her family and avoided making decisions on her own. “Now I am able to live my own life with my own decisions. I am determined to help other women who are in similar circumstances. I want to share the message that we can make decisions by ourselves and own our lives.” Thanks to her success in her business and the personal development she has experienced along the way, Megumi feels empowered and confident in living the way she chooses.

As Megumi continues to work, she focuses on helping others, whether there is a need for the products or the business opportunity. She explains, “I try to think about other people’s perspective and try to do something that will be helpful for them.” Megumi recognizes that it is important to help and support not only new customers, but also business builders and long-time product users. She holds classes and workshops multiple times a month and stays in touch with her team every week to ensure they feel supported.

Megumi works hard but strives to maintain an element of fun in her business. She enjoys incorporating elements like DIYs in her classes and helps attendees have fun while also learning about the products and the business opportunity. Megumi shares with confidence and joy because, as she says, “I know oils only make people happy!”

FOR YOUR TEAM

TEACH. “When I teach the compensation plan, I make sure to explain about the bonuses, including Fast Start, Power of 3, and Unilevel. I talk about the potential of getting more income through the Bonus Pools.”

MOTIVATE. “I motivate my team by complimenting them on their strengths and successes. I have found success by duplicating what successful people are doing, so I encourage my team to do the same.”

TRUST. “On my team, we all collaborate and help each other. I couldn’t do my business without them. I think there is a relationship of trust that is cultivated by working together in dōTERRA.”





Miki Yamashita

JAPAN

Excitement for the Future

Miki Yamashita was impressed by dōTERRA products from her first experience with them, and she quickly agreed to enroll. As much as she enjoyed being a product user, however, Miki felt reluctant to begin a business venture. She explains, “I didn’t have any interest in MLMs, and I was satisfied with using the products.”

One day, Miki’s enroller said to her, “Miki, I know you can become Silver!” This surprised Miki because she had only casually shared the products with her friends and family. She recalls, “I didn’t realize I was already in a position to earn a commission. I became more interested in the business and decided to learn more. I discovered that dōTERRA is different from other MLMs. I thought there was no reason to say no to the dōTERRA opportunity after learning about the wonderful system.” For Miki, the realization that the dōTERRA business is focused on people rather than money was key.

Miki is grateful for the changes she has seen in her life thanks to the dōTERRA

products, as well as her business. She had struggled with health challenges, and she feels the essential oils and other products have helped her achieve better health. She has also noticed a shift in her mindset since she began her business. She says, “I am not married, I don’t have children, and I didn’t work for a stable company in the past, so I always had a fear of the future. Through my success with the dōTERRA business, I have found many friends and I’m now excited about the future.” Miki has found new confidence and growth.

As Miki learns more about the products and the business, she is always eager to share this with her team. Whether she has attended a training or event, or has learned something new from her mentors, she makes certain to share that with her downline. She says, “People around you are a reflection of yourself. It is impossible to motivate your downline to build if you are not doing the work yourself. Share your knowledge with them, and do small things consistently.”

Staying consistent in the small, basic actions is what helped Miki reach Diamond. In fact, when she first set the goal to achieve Diamond, she wasn’t even fully invested in her business. She remembers, “I attended a workshop where I was asked which rank I’d like to achieve and when. At the time, I had no intention to build a business, but I had to write something, so I wrote, ‘I will be Diamond in two years.’ For some reason, this made me become serious about it and pay attention to the deadline I set. Saying your goals out loud and writing them down is so important.”

Now that she has achieved her goal of hitting Diamond, Miki has discovered there is so much more in store for her. “I realize there are many more things I can do and need to do. I want my team members to become Diamonds, and I feel that I need to set higher goals. Being a Diamond is just a transition. I am excited to continue growing and sharing.”

WHAT TO SHARE

“I can’t keep my happiness to myself. There is an opportunity with dōTERRA, and it is my life’s mission to share it with others.”

THE PRODUCT. “I think the best way to introduce someone to the product is to allow them to experience it by holding the product, smelling it, and taking it internally when applicable. I take dōTERRA products with me every day, I express how much I love these products to people around me, and I share unique ways to use them.”

YOUR STRENGTHS. “Each person has different strengths, so it is very helpful when my team members are able to help in an area where I have a weakness. There is a limit to what one person can do, but we are able to help and contribute to each other in this business. I am so grateful for those who have helped me.”

THE DIFFERENCE. “I think many people instantly think, ‘Oh, a pyramid scheme,’ when they hear the term ‘MLM.’ dōTERRA is different from other MLMs, and we need to help people understand this. The first step is to understand the dōTERRA system, and then it is up to them to decide if they want to do it or not.”

Lillian Liu

EAST YORK, ONTARIO, CAN

A PASSION FOR SHARING

Lillian Liu was introduced to dōTERRA products by a friend who recommended dōTERRA Deep Blue®. Lillian had heard of essential oils before, but she didn't think they would be useful in her life. Her experience with Deep Blue changed her mind. She remembers, "When I tried Deep Blue, it was really helpful for some soreness in my arm. I was fascinated!"

While Lillian originally intended to only use the products, she quickly realized there was a valuable opportunity available to her in the dōTERRA business. "My upline invited me to do the business. I wasn't sure at first, but when I introduced the products to some friends, they loved using the products as well. I began to believe in dōTERRA products more and more. Some of my friends started asking

about the business, and because of my experience in sales and marketing, I started to think I could succeed."

Because she is originally from China, Lillian is especially passionate about helping people in China learn about dōTERRA products. "I want to bring this amazing product to China to help more people. I want everyone to know about natural solutions—whether they are in China, Canada, or anywhere in the world. I want to enable people to care for themselves and their families with essential oils and other

natural solutions." This opportunity has also allowed Lillian to work in her strengths; she is able to use her Mandarin language skills to share with people in China, and her strong determination helps her get through challenges in her business.

Lillian is grateful to have the support of her husband and daughter as she works to build her business. While her schedule is flexible, her family has needed to adjust to the time she spends on her work—and she feels it has benefitted them as a family. Lillian explains, "Before I started my dōTERRA business, I gave all of my energy to my daughter and helped her arrange her schedule.

SHARE LOVE

LOVE THE OILS. "When builders start their business, I encourage them to use the oils themselves first. They need to find which oil they feel is useful to them, and then share this product with their family or someone else who needs it. I also recommend sharing it on Facebook and other types of social media."

SHARE YOUR LOVE. "The focus of each class or workshop should be to help people become interested in the oils. Not all people have knowledge about how to use essential oils in their lives, so help them understand how to use them. Communication and connection are key to success in sharing."

LOVE PEOPLE MORE. "Relationships come first, and the business is second. The reason I introduce people to dōTERRA products is because I want them to have a healthy lifestyle. If they aren't interested in the products or business, we are still friends. They know I care more about them than about making money."

"With this business, everyone is rewarded for their work, whether it is large or small."

My husband encouraged me to give her more space to be independent. After I began my dōTERRA business, I became busier and needed to learn to arrange my own time. I trained my daughter on how to manage her schedule as well. We have improved together, and we will continue to learn how to effectively manage our time to create the best balance for our family."

Lillian's husband has become more and more involved in the dōTERRA business, and they enjoy learning and working together. She is grateful to have her husband's help, especially during busy times. She recommends, "Let your family understand what the dōTERRA opportunity is, and make sure they share the same dream, goal, and vision, even if they have different jobs."

Now that she has achieved Diamond, Lillian is eager to continue working hard for herself, her family, and her team. "I have my own business, and I can share my dreams and vision with people around me. I have found the perfect career!"

"Focus on how you can help the ones you love. Start with love!"



Michelle White

PITT MEADOWS, BRITISH COLUMBIA, CAN

Following in
FOOTSTEPS OF KINDNESS

Michelle White was busy owning and operating a small bridal boutique, as well as raising young twins, when she was introduced to dōTERRA products. She was eager to use the products to help her son, and when she saw the impressive results, she wanted to learn more. Although Michelle started out as a product user, it was the example of her upline, Amber Adams, that encouraged her to give the business opportunity a closer look. Michelle explains, “Amber never made what she did seem like sales or work. I could see her passion and love for what she was doing, and it was really hard to not want to do it as well.”

Because she had seen the benefits of dōTERRA products in her own family, sharing came naturally to Michelle. Her own passion for the products and sharing them began to grow, and she knew she couldn't ignore this opportunity. Her husband, Mark, has always supported her 100 percent in her business endeavors. While he doesn't participate in the dōTERRA business right now, they see it as part of their future. For now, Michelle is grateful for his support at home, especially his help in caring for their children while she works on her business.

In addition to Mark's support and encouragement, Michelle is thankful to have the help and example of her upline. She explains, “Amber teaches me continuously with so much love and runs her business with such grace, and John has taught and helped me

with structuring.” Michelle has striven to use Amber's approach of kindness in growing her own team. Now, she is proud to have a team full of love. “We have truly created an unbreakable bond of friendship.”

As she works to build her team, Michelle never loses sight of the powerful changes the dōTERRA products and business can bring. Her own experiences motivate her to continue sharing, especially her initial experiences with the products. “I first started using the oils to help my son with some health issues, not realizing that while I was assisting him, I was helping myself at the same time. I was in a deep state of grief after losing my dad, and looking back now, the oils were not only aiding my son, but truly allowing me to live again. This drives me to want to help release people from their own struggles and show them there are beautiful, natural options out there that are so simple and incredibly empowering.”

Michelle is grateful for the changes in her and her family's physical and emotional health since they began using essential oils, and she feels blessed to have found her true passion. She explains, “I have an overall sense of freedom that I have never felt before, and my passion only grows as my business does. I love that I can give my family a life full of experiences, all while they witness me reaching my goals and helping so many others. I want to inspire them daily to do good and help those around us. dōTERRA allows that.”

START THE RIGHT WAY

GO ALL IN

“Be confident and passionate to everyone and anyone who will listen. Teach your heart out. In the beginning, I was teaching 10–15 classes a month because the momentum was there, and I was pouring my heart into all avenues that showed me any type of interest.”

LEARN ABOUT STRUCTURE

“Learn about structure and what that looks like early on. I often look at a hand-drawn structure diagram my upline made me. I am a visual learner, and focusing on that and manifesting those spots being filled in one by one helps me stay organized and motivated.”

SHARE YOUR PASSION

“In my experience, if you lead by example in loving your life and what you do, you will naturally attract like-minded individuals, and they will eventually want to partner with you. They are most likely already in your organization and just a few steps behind you in this journey.”

“I see how this opportunity opens doors to personal, mental, and financial health. It would feel wrong to keep this to myself.”



“The beauty and one of the main attractions of this business is getting to be present and hands-on in my family's life.”

dōTERRA LEADERSHIP RETREAT 2018 UPDATES

Important Events



dōTERRA Global Convention 2018

We're excited to Dream with you at the dōTERRA Global Convention 2018! Convention will be held September 19–22, 2018, in Salt Lake City, Utah. Check out doterra.com/US/en/convention to learn more!

Incentive Trip 2019

The 2019 incentive trip will be held in Puerto Vallarta, Mexico—where dōTERRA is buying out an entire resort just for our Wellness Advocates!

- Incentive trip dates: February 4–8, 2019
- Qualification period: March 1–August 31, 2018

New to dōTERRA



Empowered You

If you attended Leadership Retreat, you had the opportunity to learn more about your unique strengths. We're pleased to offer the Empowered You series to help you better understand and use your strengths to build your dōTERRA business, work with your team, and more. Visit doterra.com/US/en/empowered-you-living-your-strengths for a chance to watch a video about each strength!

Wellness Summits 2018

Wellness Summits are also being held in multiple cities throughout the United States and Canada. Please visit doterra.com/US/en/wellness-summit to learn more.

Pacific Region

- June 9—Las Vegas, NV
- June 16—Honolulu, HI
- June 22—Anchorage, AK
- June 30—Sacramento, CA
- July 21—Santa Clara, CA

Mountain Region

- June 16—Colorado Springs, CO
- June 23—Rapid City, SD

Central Region

- June 9—Corpus Christi, TX
- June 23—Hutchinson, KS
- July 7—Springfield, IL
- July 14—Austin, TX

Northeast Region

- June 9—Indianapolis, IN
- June 23—Cleveland, OH
- July 14—Manhattan, NY
- July 21—Nashua, NH

Southeast Region

- June 9—Atlanta, GA
- June 16—Melbourne, FL
- June 23—Raleigh, NC
- July 15—Little Rock, AR

Canada

- May 23—Winnipeg, MB



Healthcare Movement

We're excited to be making significant progress in our dōTERRA healthcare movement to help medical providers take an integrative approach to caring for patients. Our flagship clinic in Pleasant Grove, Utah, will open to dōTERRA employees in 2018, and will later be open to Wellness Advocates and the public. To learn more, check out healthcare.doterra.com.



New International Markets

Few things are more exciting than opening new markets to dōTERRA! We are pleased to open an international market in New Zealand and announce that international markets in Brazil, Ecuador, Guatemala, and Columbia will be opening soon. Watch for doterra.com/US/en/doterra-international-markets to be updated with information for the new markets. We're also introducing new websites for several international markets, so stay tuned!



Upgraded Customer Experience

We're excited for Teresa Haws to return to the United States following her successful assignment as the GM of the growing Australia Market. Teresa will be taking on a new role at dōTERRA as the Customer Experience Director. In this position, she will work closely with our Member Services and Account Management Teams to understand the challenges experienced by our customers in ordering and receiving products, and will then work with our Operations and IT Teams to bring lasting changes to enhance the customer experience.



Online Store Updates

Wouldn't you love it if someone enrolling on doterra.com could search for a Wellness Advocate they know? We are implementing this update in our online systems so new enrollees can easily connect with Wellness Advocates. You can even add a photo of yourself so the enrollee can be sure they've found the right person! Plus, you will always receive commission for someone who connects with you on the website.



New Education Pages

To improve your experience on doterra.com and to make it easier than ever to educate yourself and others about dōTERRA products, we are adding new educational pages, videos on product shop pages, and more. We will also be opening our own DIY accessory store.



Convention Recognition

The recognition period for convention has changed! The convention 2018 qualification period is November 1, 2017–July 31, 2018.





NEW dōTERRA DIAMOND

Karine Dostie

ROUYN-NORANDA, QUEBEC, CAN

“The dōTERRA business gives us the chance to be unique and inspiring and to dream big, without limits.”

Karine Dostie had no knowledge of essential oils when she was introduced to dōTERRA products, but she feels her career, education, and interests have prepared her for this path. As a science and math teacher and personal coach, she has long been passionate about teaching, health, and helping others. These experiences, combined with an immediate love for the products, helped her quickly decide to commit to the business.

From the beginning, Karine couldn't help but share the oils. She explains, “As soon as I received my first order, I fell in love with dōTERRA products. I tried them for my kids, my family, and myself. I soon introduced them to my friends too. I was convinced I had found exactly what I was looking for to regain power over my health and help others do the same.” Karine didn't wait to know everything about the products before she started sharing—she wanted others to learn about the benefits alongside her.

Because of her great enthusiasm for sharing the products, Karine's business

grew quickly. She believes one reason she was able to get started so quickly is a conviction that she could learn anything she needed. “From the start, I felt that I wanted to know everything, learn everything, and share everything. Although I did not know anything at first, I have a belief that I can learn quickly when I am passionate. This belief supports me every day in my business.”

With strengths in learning and teaching, Karine focuses on educating her team and her clients on the products and the business. She has found that one of the advantages of working in a team is that everyone is able to bring their own strengths to benefit others. Karine explains, “My team is currently the most valuable support I have. I love working in a team and uniting everyone's talents. Everyone adds strength, and everyone has a place in the organization.” She especially enjoyed the opportunity to better connect with her team during Diamond Club and support them as they supported her.

Diamond Club changed several aspects of Karine's business. Not only was she able to get to know her team members better, but she had the opportunity to reevaluate her priorities and make adjustments. At that time, she quit her job as a teacher. This has opened up new possibilities in supporting her team, as well as in caring for her family. “Now that I work in my dōTERRA business full time, I have a free, flexible schedule. I can choose quality moments with my three children and my grandson.”

Whether she is coaching a team member, spending time with her children, or introducing someone to the oils for the first time, Karine never loses sight of her dedication to serving people. “I need to feel useful and contribute to the wellbeing of others. I feel happy and fulfilled when I improve their life and wellbeing at any level; this is my mission. I wish to leave the legacy to my children and grandchildren that anything is possible—that we can choose to radiate, to inspire, and to be passionate every day of our life.”

MEANINGFUL SUPPORT

LEARN & TEACH

“My mission is to educate people, nurture them, and help them make the best decisions possible for their health.”

SUPPORT YOUR CUSTOMERS

“When a person buys dōTERRA products, it's the beginning of a great adventure with her or him. The high customer retention rate only exists if they are fed, educated, listened to, and respected. This makes excellent customer service and follow-up very important.”

SUPPORT YOUR TEAM

“The important thing is to be attentive to the needs and know the Why of each member of the team. The best way to communicate with my team is with an open heart full of love. It's also very important to offer recognition of their efforts and successes.”

SUPPORT YOUR DREAMS

“I cannot wait to get up every morning to accomplish my mission. I love this life that I chose to create for myself. I have regained power over my physical, emotional, spiritual, and financial life. I savor every moment of this happiness.”

Brad & Angela Melton

BERNALILLO, NEW MEXICO, USA

FOCUS ON PEOPLE

When Angela Melton was going to school to become a certified Eden Energy Medicine Practitioner, several of her clients were looking for things they could “easily take” along with the techniques she was teaching them for natural health solutions. Angela asked for divine intervention, and then she accidentally dialed a wrong number. The woman who answered invited her to a dōTERRA class. Angela remembers, “I attended the class, and as soon as I put a drop of oil in my hand, I could feel the difference. I had never experienced this feeling with other essential oils.”

Angela first started using the oils on herself and her husband, Brad, and then began offering them to her clients and friends. With the great results they experienced, people wanted to know how they could purchase the oils. Angela had no experience with network

marketing, but she began learning more about the dōTERRA business opportunity, as well as the products.

At the time when Angela discovered the dōTERRA opportunity, she and her mother were running three businesses together. After they sold the businesses, Angela was able to focus on her energy medicine practice and her dōTERRA business. However, it took Brad years to get on board. He recalls, “I thought it was a pyramid scheme and told her not to do it. It took a lot of exposure for me to understand how awesome the company and the people are. When I fully understood where Angela was going and the potential of this opportunity, I quit my job to help her full time.”

Brad is now grateful every day that Angela committed to the dōTERRA

opportunity and worked to make it a success. He explains, “I wrote software for 20 years and was burnt out. That was when Angela’s business was really getting traction. I never saw this lifestyle coming.” The income they created together was able support them as they took almost a year off to care for Angela’s mother when she had some health concerns. Now, Angela and Brad have sold their home and live in an RV. They are excited to continue exploring while supporting their team across the country.

For Angela, one of the keys to success has been her focus on relationships. She says, “I talk to everyone, and I don’t put expectations on

“WE WANT OUR TEAM TO BE EVEN MORE SUCCESSFUL THAN WE ARE. THAT’S WHAT MOTIVATES US.” –Brad

people when I’m getting to know them. Everybody has the potential to be your rock star. Just get to know people.”

In addition to building relationships authentically, Angela is also committed to empowering both builders and customers. “I want to empower people, not enable them. I can’t be there every time they have a question, so I teach

them how to find solutions. I’m not serving them if I don’t show them how to do it themselves.” Because Angela and Brad don’t have a “rock star” upline and have never had anyone placed under them, they understand the importance of tapping into tools and resources that help them succeed on their own.

Living in an RV, traveling as they desire, with the residual income to live their dreams, Angela and Brad are grateful for the shifts that have come to their lifestyle. “We don’t take this for granted. We can’t stop now.”

“What I love most is helping people find their light and letting it shine.” –Angela

THEIR BEST ADVICE

PERSONAL DEVELOPMENT

“Personal development has been a huge part of our story. I stayed at lower ranks like Silver and Platinum for a long time because the personal development wasn’t there. I felt I didn’t deserve what would come with the next rank. Your business growth will only match your personal growth.” –Angela

SLOW AND STEADY

“We’re a good representation of the fact that if you just keep going and don’t quit, you’ll get there. Our growth has been slower, but steady. We’ve all been dealt different cards and some take longer than others – don’t let that discourage you.” –Brad

SUPPORT BREAKTHROUGHS

“I make sure to build strong relationships with everyone, especially builders. When things get hard, my job is to not let them give up on their dreams. You ask what they will need from you and get permission to do that for them long before you need it, and you get it by building a relationship.” –Angela



Choosing dōTERRA

Kristel Ramírez

KAYSVILLE, UTAH, USA

When Kristel Ramírez and her husband agreed to attend an essential oils class, they planned to politely listen for a few minutes and then leave. Kristel began feeling unwell at the beginning of the class and thought it would be the perfect excuse for them to leave. Surprisingly, the woman teaching the class, Tiffany, offered Kristel a sample of DigestZen® to help with her discomfort. Kristel remembers, “I quickly started feeling better. I decided to listen more closely to the class, and Tiffany offered me more oils. I had never felt such great relief.”

After experiencing how effective the oils were for herself and her family, Kristel knew she needed to enroll. She explains, “I had participated in a network marketing company before, and my husband didn’t want me to do it again because it had taken me away from our family so much. Then we learned about the dōTERRA opportunity, and we both knew we needed to do it. We saw it as an investment in our family’s health.” Kristel decided to share the oils right away because she wanted

to help others become empowered to care for their families with natural solutions as well.

The experience that pushed Kristel and her husband to seriously commit to the business was attending convention. Kristel says, “I’m originally from Peru, and after convention, I wanted to introduce this opportunity in the Peru market. I know that someday the chairs at convention will be filled with Peruvians.”

Although Kristel has experienced challenges along the way, especially difficulties in working in a foreign market, she knows she has a calling to keep going. “I need to keep sharing this amazing opportunity to my wonderful Latino community around the world because I know they can change their health and financial situation, and I can’t take that away from them.” The key to persevering has been keeping her sights set on her goal to share the blessings of the essential oils and business opportunity with the people of Peru, as well as other countries, including Colombia, Chile, and the United States.

Now that she has reached Diamond, Kristel knows her hard work isn’t over, but she’s more dedicated than ever. She says, “I want to empower people. This is my calling. I feel one of the reasons God brought me to the United States was to find dōTERRA, and now I need to help other people find it as well.”

Kristel is especially grateful that the flexibility of the dōTERRA business allows her to stay home with her two daughters. She also saw the power of residual income when she was unable to dedicate as much time and effort to her business during her second pregnancy—but the checks kept coming. Kristel then hit Diamond just months after the birth of her daughter. “Having a baby gives you empowerment because you’re motivated to be successful for your family.”

To Kristel, that’s one beautiful aspect of this opportunity—you can make your dōTERRA business your own. “People have so many different types of businesses with dōTERRA because we have the freedom to do it however we want. Just keep choosing dōTERRA. It changes everything.”

PUSH THROUGH

Overcome Discouragement

“When my team members become discouraged about having only one person attend a class, I remind them my husband and I were the only attendees at the first class I went to. Tiffany was so brave to invite me, but she was nervous because she didn’t speak Spanish. Her husband, Andy, helped us, and now they build their business together.”

Boost Personal Development

“Personal development helped me a lot when I was trying to hit Diamond. I needed to feel like a leader—a great leader. Even when I can’t do everything, I tell myself I am a great leader. I needed to be more confident in myself, and when I got to that point, my business moved quickly.”

Continually Choose dōTERRA

“Sometimes I hear people talking about other companies and the perks they offer. It’s like your spouse—there are other men and women out there, but you chose your spouse because you love them and you knew it would be a good partnership. Remember why you chose dōTERRA and why you love it.”

“I know people are praying every night for an answer like I was, and I want to give them the solution of dōTERRA.”



■ Dr. Dan & Kelly Irizarry

ORLANDO, FLORIDA, USA

MEANT ~~FOR~~ THIS

If you looked at Kelly Irizarry's life before she started her dōTERRA business, you might think she was an unlikely candidate to build her own business. As a military wife and mother of seven, her hands were full just caring for her family. Because her husband, Dr. Dan Irizarry, is a family medicine physician, he was skeptical at first about the efficacy and safety of the oils. Add on a wariness of network marketing, and you might think Kelly would never build a dōTERRA business.

Now, Kelly has built to Diamond with a team dedicated to education and genuine relationships. She feels her experiences have helped prepare her

for this dōTERRA journey. Kelly explains, "My experience as a military mom with seven kids taught me important skills, such as being flexible and able to operate independently when Dan was deployed. And, because military families move often, I had to make strong relationships quickly. Most of all, I learned how to sacrifice for things that are very important and much bigger than myself."

As it turns out, Dan's physician perspective became an advantage as well. Kelly says, "Because Dan is fiercely dedicated to providing quality healthcare, he had two concerns. First, were the oils safe? Second, was I stepping into areas

that might encourage people to delay needed healthcare because they were relying on oils? He started studying, and concluded that there was good, reliable literature supporting the safety and efficacy of the oils to support healthy processes." His own oil experiences convinced him that the oils should be available to others. Kelly is grateful for Dan's support, and they are looking forward to him taking on a larger role in her dōTERRA business.

Their seven children have also been a great help, and their oldest daughter, Stephanie, is a Gold on Kelly's team. For Kelly, balancing all of her responsibilities has been possible because her family

"The journey has made me more aware of the challenges and needs we all face, and more sensitive to meeting those needs in others."

works as a team. "Frankly, things slip sometimes. It has taught Team Irizarry how to work together and pitch in. I strive to make sure my time investment is made on things that matter, like listening to and loving my kids."

Furthermore, Kelly feels blessed with positive, loving, dōTERRA teammates who are dedicated to sharing the powerful yet simple benefits of the oils. Kelly credits being surrounded by amazing leaders, who care for the team with passion and commitment, as a key ingredient of the team's success. She says, "My teammates work hard to support and motivate each other. Our team community keeps the dōTERRA culture alive and vibrant, shares with a servant heart and keeps the community's integrity rock solid. We are simply better together."

Kelly has a driving desire to empower others to focus on the simple, essential elements that sweeten all of our lives: loving relationships, good health, and financial freedom. She says "My business is named 'Simply Essential Momma' because we are passionate about helping people find practical, affordable, fun, and simple solutions to meet the essential challenges of life and supporting them like a loving momma would." Because Kelly has seen all of these factors—relationships, health, and finances—improve in her life thanks to the dōTERRA products and opportunity, she is dedicated to helping others enjoy the same blessings.



KICK IT UP A NOTCH

TAKE IT SERIOUSLY. "Take your business seriously. When your customers ask questions, know the answers or find them because your customers trust you, and you owe that to them. When your team needs business advice, be there. Every time you build your customers' and downline's knowledge, you invest in your business, and that investment will not only make them better, safer oil consumers, but more likely to share with others."

BUILD STABILITY. "I encourage my downline to make rank, but not overly focus on it. I encourage them to work hard to solidify their current spot before stressing about reaching the next milestone. The next rank is always my long-range view, but I would rather solidify Diamond before rushing for Blue Diamond. Stability is big for me; it gives us the confidence to share the viability of this business venture."

SPOT OPPORTUNITIES. "I use my experience and insight to spot when my downline is really close to capitalizing on an opportunity to make rank or increase their compensation. I send them a note, and we brainstorm about how to fill this gap. First, we try to make sure they don't miss out on compensation. Second, I try to help them see what I am seeing so they learn to spot future opportunities on their own."

1

2

3



"My greatest support is always my Savior, from whom all blessings flow."



"I believe that if you have a desire to serve others and share health and wellness, you will succeed."



SIMPLE AND SERVICE ORIENTED

"Stay the course, put in the hard work, know it's going to be challenging, and push through anyway. Big dreams are possible!"

NEW dōTERRA DIAMONDS

Brad & Julie Davey

KATHLEEN, GEORGIA, USA

Julie Davey has been passionate about health and wellness for years. She began her career in nursing because she wanted to serve others. It is now clear that although her dōTERRA experience was unexpected, it is just right for her desires.

While Julie worked in the medical field for years, she had no experience with essential oils. Her sister, Kari Coody, introduced Julie to dōTERRA products, and Julie was impressed by her first experience. She says, "I was very wellness minded and open to trying natural alternatives. I purchased a kit, and years later, I'm still constantly amazed at how effective these simple tools are!"

To Julie, one of the greatest things about dōTERRA essential oils is how simple they are. She knows it's easy for people to become overwhelmed when trying to improve their health, and Julie is dedicated to making it as simple as possible. She explains, "My goal is to empower others with simple tools to live a vibrant life. Healthy living can seem so out of reach. I want people to know it can

be simple. It's all about taking daily steps that lead to real progress and lasting change." Julie feels her opportunity to help others live healthier lives with dōTERRA products is the perfect fit for her desire to serve others.

In addition to the opportunity to help others with their health, Julie is grateful for the changes the dōTERRA business has brought to her own life. She didn't intend to build a business, but when she began to understand the possibilities, she realized this opportunity could greatly benefit her and her family. "I have been given freedom in my finances, my time, and my personal life. I get to live the life I have dreamt of, and it just keeps getting better!"

Julie also loves to see how the oils have impacted her family. She and her husband, Brad, are excited to see their children learning how to be self-sufficient in their health. Julie also feels blessed for the flexibility this business opportunity gives her in spending time with her family. She explains, "Even

if we are traveling and I am teaching classes or talking with people about health and wellness, they're right there with me. I don't have to be away from them."

Julie is grateful to her team and other builders for their support, insight, and friendship as well. She and her sister, Kari, work together often, and Julie says, "She's always there to listen and help me brainstorm when I need it." Julie feels blessed to have the majority of her team members near her geographically, which allows them to meet up in person to collaborate, learn, and have fun together.

With all that the dōTERRA opportunity has brought to her life, Julie feels this has been a gift from God. "I began praying years ago for God to show me how He wanted me to serve others. I prayed that my passion for health and wellness would impact as many people as possible. At that time, I had never heard of dōTERRA. The journey isn't over, and I cannot wait to see what the future holds!"

BUSINESS BUILDING BLOCKS

TEAM MOTIVATION

"Knowing what motivates your team members is helpful. I ask questions and have them fill out a questionnaire about what motivates them so I know how best to work with each leader. Personality tests and strength finders are also important. Mentor calls are scheduled based on each leader's individual needs. I make sure each team member knows I am always here for them when they need me."

IMPERFECT STRUCTURE

"There is no magic formula for structure. It's not going to be perfect, and if you know that up front, it takes some pressure off. We've all made structural decisions we wish we could change. It is important to discuss structure with your upline/mentor, especially in the early stages, to gain insight from someone who has traveled that road."

EVENT EXCITEMENT

"I like to create excitement around the events I hold. If we as Wellness Advocates are excited about the products and what they have done in our lives, it naturally overflows into conversation with others. I also make it known that classes are about education and there is no pressure to purchase. I simply want people to come and learn."

Marlene Flax

ORLANDO, FLORIDA, USA

LIVING HER DREAMS

“Be consistent, never give up, and keep going through the bad days. You will see your business grow.”

While Marlene Flax was studying mental health therapy in graduate school, she became interested in holistic wellness solutions. Her studies took on a more personal meaning when Marlene's mother began struggling with a serious health condition. As Marlene researched natural health solutions, she came across essential oils, and she noticed that dōTERRA essential oils were mentioned again and again. She eventually ordered a few oils so she could continue researching and experimenting with them.

Because of her studies and research, Marlene often advised friends and family members on natural wellness. When she noticed that dōTERRA essential oils produced real, positive results, she knew she had found an effective solution to help others improve their health. She also felt she had found the answer she needed for her financial situation. She recalls, “I was interested in the dōTERRA business opportunity right away because I was already advising people on natural wellness. I enjoyed helping them, and it seemed like a perfect fit to monetize my business.” The timing was especially fortunate because Marlene had not been working at the time while she helped care for her mother.

“With the dōTERRA business, you can invest your effort into something of your own. You can do something truly great.”



Marlene taught her first class to a group of people who had seen the power of the oils and wanted to learn more. At that point, Marlene wasn't very familiar with essential oils, but she was dedicated to helping others and educating herself. Sharing knowledge is what drives Marlene to continue sharing dōTERRA products and the business opportunity—helping others find the solutions they need. She explains, “I've always been passionate about natural health, and with the dōTERRA business, I have the freedom to share what I've learned and empower people with natural health tools. I can also empower them with the financial possibilities of this business opportunity.”

When Marlene reached Gold, she had been building her dōTERRA business while working part time as a mental health therapist. Then she decided to take a leap of faith. “I quit my job at the practice and focused on my dōTERRA business full time. I've never had to go back to work since then, and I want to keep going. I can't imagine doing anything else!” As she has built her business, Marlene has been grateful for the support of her entire family, including her mother, father, sister, and sister-in-law, as well as her friends.

Now as a Diamond, Marlene is grateful for how this opportunity has changed her life. She says, “My life has changed in every way possible. I've always wanted to have my own business, but I never before encountered a network marketing company with such an incredible retention rate. It's provided me the opportunity to live my dreams.” Marlene is excited to continue sharing dōTERRA products, to travel, and to give to causes that are important to her. As an animal lover, she is especially eager to give to animal shelters and maybe even open a shelter herself one day. “I'm now able to do things I had only dreamt of before. I can see them becoming reality.”

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



SUCCESS STARTER TIPS

SMART STRUCTURING—START WITH THE BASICS. “You don't need to know everything in the beginning. I taught my first class by reading off of the lid of the Family Essentials Kit because I didn't know much about the oils myself. You just need to know the basics and share from your heart—share what you love about the oils.”

SAVE SPACE FOR BUILDERS. “My two most active builders didn't build for two years. They were in my world and I knew they would be amazing at this, so I held space for them. They're now my top builders. I kept planting seeds about how this business could change their lives. Now they support me as much as I support them.”

BUILD CONNECTION. “My team is spread throughout different countries, so some of my building is done online. I like building connection, but that can be difficult online. I try to use lots of videos and Facebook Live so people can get a feel for my personality and team culture. Find ways to build that personal connection.”



Jessica Klingbaum

NEW YORK, NEW YORK, USA

BEYOND HER WILDEST IMAGINATION

You might think that having a sister who is Double Presidential Diamond would make it easy to build a dōTERRA business—but Jessica Klingbaum will tell you that isn't necessarily true. When Jessica's sister, Hayley Hobson, started her dōTERRA business, Jessica wasn't interested in the opportunity or essential oils. Jessica explains, "Hayley invited me to try the products, but I wasn't open to it. Hayley and I live far apart, and we have very different lifestyles." Jessica was working in New York as a TV producer, while Hayley started her business in Colorado.

When Jessica's mother suggested using essential oils for a few health issues she was struggling with, Jessica was skeptical. The oils worked, however, and Jessica told Hayley she wanted to start purchasing dōTERRA products. Hayley enrolled Jessica with an LRP order and used her as a placeholder in her growing business.

After repeatedly turning down Hayley's invitations to build her own business, Jessica finally reached a turning point.

She recalls, "I was running a couple TV shows but wasn't feeling very engaged. I wasn't interested in that lifestyle anymore." Jessica decided to quit her job and had her eye on a position at a different TV network, but she took some time off. During this time, she started listening to Hayley's dōTERRA team calls and began taking a few actions to help support the team that had grown beneath her.

Then Jessica realized this was a new lifestyle she had never experienced or even dreamt of. "I realized after a couple of months that I was sort of doing the dōTERRA business. I was able to take my kids to school in the morning, be there when they got home, and attend their after-school activities, which I had never been able to do before. It was beyond what I had imagined." Jessica decided to truly commit to the dōTERRA opportunity.

Although Hayley had helped build a team under Jessica, Jessica felt she was coming into the business as a beginner. At times, it wasn't easy. She explains, "I

started at a higher rank because Hayley had used me as a placeholder, but I had to learn the basics. I was worried that some people in my downline would resent me for coming into the business at a higher rank, and I had reservations about the MLM structure." Now a Diamond thanks to her own hard work and dedication, Jessica feels comfortable in her business. "I've given this business my all. I can see the effort I've put into this and how I've grown."

Jessica's lifestyle has changed immensely thanks to her dōTERRA business, as has her awareness of her health. One of the greatest changes she feels she has experienced is thanks to personal development. "In the corporate world, the focus is often on developing certain skills, so I didn't understand the passion for personal development in the dōTERRA business community. Now I love personal development, and I wish more industries focused on it. It has changed my life in so many aspects." Jessica is eager to see what other life changes lie in store for her with the dōTERRA opportunity.

Dos and Don'ts

DON'T GET DISCOURAGED. "It's true that the checks are small in the beginning, but everyone who starts a business has to invest. It's the long-term possibilities that make it worth it. Remember that even people who are in high ranks now started out the same way. In what other business can you increase your income so quickly?"

DO GET STARTED. "Thinking of great ideas and generating plans for your business without executing them is useless. You have to take the plunge! After you do it once, you'll feel so relieved and you'll improve from there. Don't overthink or overanalyze it—that prevents you from taking action. Get out there and do it."

DON'T COMPARE. "Don't compare yourself to anyone else in the business. There are people like Hayley who will become very successful quickly, but not everyone will. It's too easy to feel insignificant if you look at what everyone else achieves and what you can't. Celebrate all of your successes, big or small."



Becoming a dōTERRA® Leader

For dōTERRA Wellness Advocates, one of the greatest steps in personal development is often the transition into a leadership role. Even for those who have experience in other types of leadership, nothing quite prepares you for everything it means to be a leader in dōTERRA. ☘ Now, you don't necessarily need to hit a Leadership rank like Silver or Diamond to start becoming a leader in your business and your team. In fact, you can start becoming a leader and developing leadership skills long before hitting specific ranks. Here are five key steps to becoming an effective leader:

1 LEAD YOURSELF.

Create a culture of excellence for yourself. Don't wait for someone else to tell you how you should serve your customers, how you should interact with team members, or how you should respond to various situations. Decide that you will be excellent, and hold yourself to this standard. Being a self-starter is one of the greatest traits in a leader.

2 INVEST DISCRETIONARY TIME.

For most successful dōTERRA leaders, there was something they gave up in order to fully commit to their business and take it to the next level. That is often discretionary time—time that was previously used for activities like watching TV, shopping, relaxing, or even sleeping. It's up to you what you do with your time, so make the most of it. Just as you can invest money in your business, you should also invest your time. It's just as valuable.

3 MAXIMIZE MENTORSHIPS.

Find a mentor who does what you want to do, and learn how they got to where they are. Make a connection and form a real relationship. Learn how you can best maximize this mentorship—does your mentor like to answer questions via email, do they give amazing trainings you need to be sure to attend, or do they share their wisdom with you over a meal? Don't just listen to what they tell you, but watch what they do.

4 ASK QUESTIONS.

Good leaders ask good questions that help them better understand a situation or a person. Don't be afraid to ask a question if you come across something in your business that you don't understand. That's how you learn! Your answers may come in various forms—from a book, a webinar, a guide provided by dōTERRA, or from an upline, crossline, or downline member.

5 FIND YOUR REPLACEMENT.

We don't necessarily mean that you need to find someone who will take your place and you will stop building your business, but find someone who can duplicate what you do and be just as successful—or even more successful. Duplication is one of the keys to building a strong, stable business. This is how your business grows and how dōTERRA products continue to change more and more lives.

FOR MORE HELP on how you can become a better leader, check out doterra.com, especially our Business Blog (doterra.com/US/en/blog-business), and we also encourage you to attend events like convention and Leadership Retreat. There's always more to learn!

Ulrika Engman

CALISTOGA, CALIFORNIA, USA



“If you’re in love with the products and the business, it’s a lifelong relationship that continually evolves.”

Intertwining Passions

Anyone who knows Ulrika Engman knows that yoga is one of her greatest passions. In fact, Ulrika has owned a yoga business for several years that allows her to travel the world and lead yoga retreats. Her yoga business experience led to another of her great passions: dōTERRA essential oils.

When Jamila Remington approached Ulrika and requested business mentoring in exchange for essential oils and massages, Ulrika agreed. She attended a few of Jamila’s essential oils classes in order to provide business feedback. “I invited some of my friends and clients to these classes. I noticed that many of them enrolled, but I already had a Family Essentials Kit, so I thought I had everything I needed.”

After hosting several essential oils classes and enrolling in LRP, Ulrika loved using dōTERRA products, and she saw a community beginning to form as people came back to class after class for additional oil education. She explains, “It was similar to what I saw in teaching yoga—people return and you create a following.” When Ulrika received a sizable check from hosting classes, she decided to seriously investigate the dōTERRA business opportunity. As a businessperson, she quickly understood its potential.

Since then, Ulrika has worked to grow her team organically. She says, “I focus on building a community rather than a

GIVE		
<p>Give Inspiration</p> <p>“I know others look to me for inspiration, and I can’t inspire them if I’m not healthy myself. Using dōTERRA essential oils is such a beautiful way to take care of myself when a lot of my output is giving, teaching, and leading. I receive so much from the oils that I have more to give.”</p>	<p>Give Oils</p> <p>“I use money from the Fast Start Bonus to invest in my business and get more oils that I can give to people. It’s a game changer. I give each person a gift I know they will enjoy, whether it’s an oil, a supplement, or a skincare or haircare product. There’s no selling at that point—only giving.”</p>	<p>Give Freedom</p> <p>“I focus on helping my leaders recognize and use their strengths. Set them free to do their own thing and grow their business their own way. Cultivate a good team spirit and a positive environment, and then give them the freedom to find their own way in this business.”</p>

business. I share our mission and ask them to be part of it.” Ulrika’s strong belief in the product and a personal dedication to being generous has helped her introduce many people to the benefits of dōTERRA oils and supplements. “I know people will love the products, so I focus on pairing each person with a product that matches their needs and interests. Once I gift them one experience, it’s usually enough to open them up to trying more products.”

Because Ulrika is committed to growing her team organically, she never felt a need to “push” to Diamond. However,

three factors worked together to propel Ulrika and her team. First, Ulrika is passionate about contributing to a healthcare revolution that helps more people learn preventive care for themselves and their families. Second, she is excited to see her leaders achieve their goals and step into the leadership roles available at higher ranks. And third, Ulrika and her team had a deep desire to give back to their community in California after it was devastated by wildfires. She explains, “When the wildfires hit Napa Valley, it wasn’t about me anymore. It was about reaching Diamond so I could give more

oils to firefighters and to families who lost their homes. It inspired my team to go to a new level because we wanted to help others.”

Ulrika hit Diamond rank during the first month that her team focused on giving back to the community affected by the wildfires, and she is now dedicated to maintaining that rank because she has seen how this level of leadership, influence, and income allows her to give more freely. “It’s about what I can do for my family, my team, and my community. Prosperity and abundance are beautiful when we focus on giving back.”



Carolyn Erickson

CHARLOTTE, NORTH CAROLINA, USA

EMPOWERED BELIEF

Years before Carolyn Erickson heard of dōTERRA products, she became convinced of the importance of natural health. She also became interested in sustainable farming. Little did she know that all of these passions would be matched in dōTERRA products and values.

Because she was already passionate about natural health, Carolyn was quickly impressed when she tried dōTERRA essential oils for the first time. She recalls, “They were very effective, and I quickly dug into the culture of the company, as well as Co-Impact Sourcing® and how dōTERRA supports farmers and growers around the world.” Like many Wellness Advocates, Carolyn loved the oils but was hesitant to start a business at first—she already ran a blog and taught classes about natural health and food, and she felt she was busy enough as it was.

Then Carolyn realized the potential of the dōTERRA opportunity in sharing her mission. “At first, I simply felt that I needed to get these oils

into the homes of those I cared about. Once commissions started to roll in, I could see the brilliance in structuring a beautiful family tree for the best compensation plan. But most importantly, I could see the prospects of reaching so many more people about health and wellness by partnering with the dōTERRA opportunity rather than just continuing with my blog and local cooking classes. Combining the business with my personal mission to positively affect the health of as many people as possible was too good to pass up!”

Since then, Carolyn has worked to grow her team and her business in order to spread her message of health. She feels fortunate to have her family along with her on this journey; she built two legs under her adult children. This not only helped her grow her business, but it helped her children as well—they were able to use their earnings from the dōTERRA business to pay off their student loans.

From the time that Carolyn discovered dōTERRA products until now, she has

grown not only in rank and earnings, but also in vision. She explains, “Now at Blue Diamond, the concept of living debt free and being able to do so much more in charitable giving absolutely thrills me. It’s also rewarding to be a small part of inspiring my builders to Diamond and beyond. Thinking of their families, their reach, and the impact they will have in giving back is simply astonishing.” Carolyn feels blessed to work with leaders who are passionate about serving others.

Carolyn has seen how the dōTERRA business and products have changed her life and her family’s life in many ways, and she is committed to sharing this with as many people as possible. “This world needs empowered families who can take care of their health, and it needs women and men who are financially free to care for their families in other ways too. This company provides a unique setting to educate families, to empower parents, and to equip everyone with safe, effective, and natural options.” This drives Carolyn to continue sharing, learning, and growing.

“Don’t withhold the blessings of dōTERRA essential oils from those who need the empowerment to care for their family’s health and finances.”



GROW YOUR BELIEF

FEED BELIEF. “Attending corporate events has been key to my business. They’re perfect for feeding my knowledge of the oils and the company, supporting my belief in the company, creating opportunities to connect with my downline, and nurturing crossline friendships that are such a joy.”

PERSIST IN BELIEF. “I recently enrolled a well-known local with whom I’d been sharing for over two years. She loves dōTERRA products and is sharing with others. If I had hesitated to follow up or even completely given up, I wouldn’t have this new dear friend, and her community would be missing out.”

INSPIRE BELIEF. “When a dōTERRA leader helped me see the vision of a Blue Diamond organization, I completely believed in the abilities of my leaders. I knew I needed to do some of my own personal development to prepare myself for a higher leadership role.”

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

Rita Runnels

CONOVER, NORTH CAROLINA, USA

The Sanctuary

“My heart’s desire is to see women and children liberated with the ability to empower their families early in life with true wellness and whole health.”

After leaving her 16+ year career as a trauma nurse and clinical nurse educator, Rita Runnels was having a health predicament of her own. She found herself in a place where she felt mainstream health products were failing her. She recalls, “I knew there needed to be a change on the horizon, and fast!

I sought a path as a Holistic Healthcare Practitioner and dove headfirst into all things natural, as God had originally intended for us.” Rita changed her lifestyle drastically, and after several years of study and certification, she opened her own holistic healthcare practice: The Sanctuary WholeHealth & Wellness.

After opening her private holistic practice in 2013, Rita felt a strong commitment to empower her patients to care for themselves. She had used aromatherapy for over 40 years

but had never experienced oils like dōTERRA essential oils. Rita explains, “I spent time researching the highest grade products I could use with my patients. Because of the holistic practitioner model I practice, I needed some really potent oils in order to create change with my patients. I found incredible results when I used these oils.” Rita recalls a time she used dōTERRA DigestZen® for a patient’s abdominal discomfort. This oil gave her patient great results.

Rita didn’t initially set out to build a dōTERRA business, but she soon realized the products would be beneficial not only to herself and her family, but to her patients as well. Her business began growing organically as she shared the oils with her patients as tools to support improved health. She soon realized the business opportunity was too good to pass up. The next step for her was to seek proper education. Rita attended a regional training a few weeks after discovering the opportunity, which helped build her confidence and fuel her passion forward.

Now, Rita’s motivation to share dōTERRA products and the business opportunity is the same as her calling in life. “God has given me a calling to help others achieve wellness, which has helped propel me to Diamond. It is a beautiful thing to be blessed financially for what you truly love. The dōTERRA business has given me the financial blessing to be able to give more financially to help and serve others. It has also afforded me the opportunity to partner with philanthropy work I am passionate about.” As she leads her team, grows her business, and cares for her patients, Rita knows she is led by God to serve others. Rita’s team holds the same values and goals. “We share a desire to serve others, seek God’s will, and build an authentic community. My prayer for my team is from 3 John 1:2: ‘Beloved, I pray that in every way you may prosper and enjoy good health, as your soul also prospers.’”

While up-scaling her leadership skills, Rita recently became an Executive Director with the John Maxwell Team. “This has been a huge bonus for my team as we utilize these leadership skills together.” Each part of her journey has helped her become more of the person she was called to be, while helping others achieve the same.

“Fruit trees of all kinds will grow on both banks of the river. Their leaves will not wither, nor will their fruit fail. Every month they will bear fruit, because the water from THE SANCTUARY flows to them. Their fruit will serve for food and their leaves for healing. (Ezekiel 47:12)”



KEYS TO EXCEL

1

FOLLOW THROUGH CONSISTENTLY. “I like to call it ‘follow through’ and not ‘follow up.’ The connection, event, or consultation is never complete until I follow through. When I’ve completed the follow through and I’ve done all that I can do, I release it to God.”

2

FIND YOUR SUPPORT. “I absolutely would not be able to do what I do on the level at which I do it if not for my husband, Mike. Taking the message of wellness is much like the Gospel to me—I am compelled to go and tell. Mike takes care of all things that support me, and he is my number one cheerleader.”

3

LIVE YOUR BELIEF. “I’ve always been a consistent product user. I live with the product and let the oils work for me. I live out my purpose and let my passion spill out to all those around me. My number one goal is to be true to my purpose and let that propel me forward!”

Tyler & Kristin Tigges

WACO, TEXAS, USA

Prioritizing Freedom

Kristin Tigges enjoyed dōTERRA products from the first time she used them, but she was reluctant to build a business. However, in her job as a chiropractic assistant, she shared the products as she worked to empower others with natural health tools. Kristin remembers, “While I continued to learn more about my oils, I naturally shared what I was learning with others. Then they would enroll with someone else and come back to me with all of their questions. I realized this was silly.” Kristin decided to start enrolling and teaching classes.

The other factor that motivated Kristin to commit to the dōTERRA opportunity was when she thought about returning to her job following maternity leave. She explains, “My job didn’t have a lot of promise for progress and paid little more than what we had to pay for daycare. I realized I could still do what I loved, which was educating people about natural health, while prioritizing my family by committing to the dōTERRA business.” Because of her experience, one of

Kristin’s greatest pieces of advice for new builders now is to dedicate themselves from the beginning. “Just commit, all in, for 1–2 years. Don’t try halfway. Go after it and see what happens.”

Kristin is grateful that her husband, Tyler, has supported her throughout her dōTERRA journey. In fact, he saw the potential of the business opportunity before she did. Tyler was recently able to quit his job and join Kristin in the dōTERRA business full time, which works perfectly for each of them to excel in their strengths. Kristin says, “Tyler has eight of the nine strategic thinking strengths from the StrengthsFinder test in his top ten. Right now he is focusing on all of the intricacies of our organization so he can live in his strengths more. I am the executor and the people person. We are working to keep both of us in our zones of genius.”

Just as Kristin seriously committed to the dōTERRA opportunity so she could prioritize her son, their business now allows their family to prioritize Tyler’s

health. He discovered he had a serious health condition that he is working on reversing, and their success in the dōTERRA business enabled him to quit his job and avoid unnecessary stress that could negatively affect his health journey. As parents, Tyler and Kristin are also grateful for how this flexibility in their work allows them to spend time together as a family.

As they work to create greater time and financial freedom, Kristin and Tyler are grateful to work with a team full of dedicated, big-hearted individuals. They have worked intentionally to focus their team. Kristin explains, “When we started our business, there were specific characteristics we decided would always be core values of our team. Education, a focus on holistic health, words of life, community, ownership mindset, and generosity define our team, the Living Drop Collective.” With these values driving them, Tyler and Kristin are eager to continue growing their team, sharing the oils, and working toward their goals together.

“I am the bridge that allows people to see that natural solutions work by providing education and experience.”



STEP UP

Become a leader. “When I was working toward Diamond, I started believing in myself to be the leader I had never experienced before. Ownership is everything. Every problem can be solved, and you are the leader meant to help your team solve it. There is so much in you that you don’t even know yet. Just dream and go after it.”

Share truth with love. “I have learned that sometimes what people need to hear most isn’t always what they want to hear. It still needs to be said—in love—because there is so much greatness in every person. I love acknowledging the greatness I see in people, and I help build a space of trust for breakthrough and transformation in their life.”

Work for success. “One factor that drove me to build to Diamond was experiencing success and fulfillment, which made me hungry for more. I love what I do, and once I saw the flexibility the dōTERRA business would give me in life and give me in living out my passion, it was a no-brainer. I took a lot of action and stopped letting comparison stop me.”

Kali Smith

RENO, NEVADA, USA



TAKING CONTROL

“My leaders are like my family,
and they are ultimately the most important
part of my business.”

Kali Smith knew from the beginning that she wanted to build a dōTERRA business, but she wasn't sure how successful she would be. “At first, I always thought it was ‘them’ who were successful in this business, and I wasn't sure of my ability to make it work.” Although she had doubts, Kali committed to sharing the products and building her business.

For Kali, one of the best parts of the dōTERRA opportunity is being able to work while she's home with her children. She had one child when she started her business, and she was ready for an opportunity that allowed her to work with her daughter by her side.

Now Kali has seen how powerful this model can be in creating flexibility for each person's situation and changing their entire life. She says, “Going from a single-income household to making more money than I would ever make at a 9–5 job is extremely empowering. I know how hard people work and how stuck most people feel; to be able to

give them an opportunity to get out of that and experience financial freedom is so exciting.”

In addition to sharing this with others, Kali is grateful for the changes it is bringing to her own family. She explains, “The idea of our family being able to do what we want when we want is what drives me. My husband is very independent and works hard for the things he wants. He has never had anything handed to him, and being able to relieve that stress and pressure from him is extremely motivating for me.” Creating time and financial freedom for her family pushes Kali to continue moving forward.

Kali is also thankful to have her husband's advice and support every step of the way. “He is my sounding board when it comes to all things business. He has always given me the freedom to build my business, and he plays a big role in the business development side, reminding me that the business is just as powerful for some people as the oils are for others.”

With this reminder, Kali has built a strong team alongside her. “We are more like a family than anything else. My leaders support each other and work together, and we have made a pact to never let each other quit.” Although her team motivates her to keep going, Kali has learned that to be successful, she needed to take control of her own business. She explains, “One of the keys to reaching Diamond was staying consistent and active—doing all the things that helped build my business day after day, whether I wanted to or not. Taking control was what truly pushed me over the edge.”

Looking forward from here, Kali and her family are eager for the changes that continue to come into their life. “We are more financially comfortable, and I have become healthier and more conscious of the decisions I make for my family's health and wellbeing. I have become surrounded by amazing people and have developed incredible friendships. I will forever be grateful for the people who have come into my life because of this business.”

“Diamond was
never not an option.
Since my first day, it
was on my radar.”

PROPEL YOUR BUSINESS FORWARD

OPEN UP OPTIONS. “Just letting people know that the dōTERRA business is an option is essential. We never know who may be looking for a business opportunity, so simply opening our mouths and putting it out there is so important. I know how life changing this can be. I love that the business opportunity is optional but available to everyone.”

KEEP IT PERSONAL. “I do the majority of my business virtually, but I still keep it very personal. I make sure I create a connection and a relationship with the people I enroll so they feel comfortable with me and aren't afraid to ask questions at any time. I like to let them know they have personal access to me via phone calls or texts.”

TAKE CONTROL. “Know that you can get there as long as you stay the course. Giving up is a surefire way to never get there. The only things between you and Diamond are time and yourself. Don't let your builders' speed or commitment level dictate how fast or slow you build. If you want to reach Diamond, you are fully in control of getting there.”

Jeremy & Shanda Vandenkark

MESA, ARIZONA, USA

THE PROMISE

If you ask Shanda Vandenkark why she chose her dōTERRA business, she'll tell you the main reason is DigestZen®. This product changed her and her family's life when they were searching for solutions for their son, and she is now passionate about sharing the effective, natural solutions available through dōTERRA products.

For Shanda, it's all about a promise she made to herself when she witnessed

the amazing impact DigestZen had on her son. She says, "I promised myself at that moment that I would make a difference for every mom out there who needed hope. I'd make a difference for every voice who cried for relief." In a way, Shanda thinks of it as giving someone a new pair of shoes. "I want to provide a path for people who are in my old shoes. They were tired and frustrated shoes, and I know there are easier-to-wear shoes. If this is

someone you know, give them the gift of new shoes through sharing these beautiful oils."

With this powerful motivation, Shanda has worked relentlessly to reach more people and to grow her team. One of the reasons Shanda loves the dōTERRA business opportunity is that it's a win-win situation for customers and builders. She explains, "My customers win with improved health. My leaders

win with increased revenue. I win with means to support my family." Shanda focuses on the wins and ensures that no one in her organization loses. This has helped her build a team driven to genuinely care for and serve as many people as possible.

Part of Shanda's commitment to helping each person win is not overloading herself with too many contacts. "Instead of making a daunting 100-person list, I help five people at a time. I like to think of my network as a fruit tree. Making a 100-person list and trying to help them all at once is like trying to pick 100 pieces of fruit all at once. I'd never get them washed, prepped, and canned in time. Instead, I pick only five pieces of fruit at a time. That's a number I can easily process and be successful with." Over time, working with five people at a time adds up to a strong, committed network of essential oil users, sharers, and builders.

Along the way, Shanda has met with various difficulties and challenges. She has found the key is to choose success no matter the circumstances. She shares, "The only thing standing in the way of success is ourselves. We can make any excuse to deter success. At the end of the day, they're just excuses." Shanda didn't have a mentor until she hit Gold, she didn't attend an essential oils class until she hit Diamond, and she didn't meet a Diamond leader until she was Diamond herself. Regardless of these obstacles, Shanda chose to push herself to succeed. "My challenge to myself is to thrive regardless of circumstance or adversity, and I challenge my fellow Wellness Advocates to do the same." With this challenge to herself, Shanda is dedicated to pushing herself to succeed and to helping as many people as possible.

SMALL SUGGESTIONS FOR BIG SUCCESS

KNOW YOUR NUMBERS

"My most important step to Diamond has been to know my numbers. I've learned I must understand where I've been, where I am, and where I'm going. I can share my thoughts on each timeline, but numbers don't lie. There's something very real, sobering, and exciting when you look at the numbers."

LOOK AT PV

"One of the numbers I key in on each month is PV per person. If my PV per person is high, I know we're doing a good job helping others. If it's low, we need to skill up. Understanding and adjusting this number has changed how I talk to people, how my business runs, and how my team operates. It shows us how much someone has fallen in love with dōTERRA."

CREATE CONSISTENCY

"When I meet someone who I feel is ready for natural solutions, I introduce them to the oils, work with them, help them, and if they are ready, I help them get an account and learn to use their oils. If they aren't ready, I put them in my follow-up system and check on them until they're ready. This approach allows me to go as fast or as slow as my life will allow and creates consistency in my business."

"The gift of dōTERRA is the opportunity to succeed regardless of circumstances or adversity."





“Be authentically passionate about dōTERRA—both the products and the business. Fall in love with them.”

NEW dōTERRA DIAMOND

Allison Hays
EVERETT, WASHINGTON, USA

AN OPPORTUNITY TO TRUST

When Allison Hays learned about dōTERRA essential oils and business opportunity, she had spent years trying to find success in network marketing, having joined her first company at age 19. Although she was working as a virtual assistant for a top network marketing leader at the time, Allison had given up on the dream of success for herself. Her experiences with the industry led her to believe that many companies were not all they seemed, and success was an illusion for most. Allison vowed she would never be involved in networking marketing again.

That changed when Allison discovered dōTERRA. She had been passionate about essential oils for years, and she was amazed when she tried dōTERRA oils for the first time. While Allison loved the oils, what interested her most was the business opportunity.

Because of her negative experiences in network marketing, Allison was hesitant to commit to the dōTERRA business. She explains, “I wanted this to be a real opportunity, but I was hung up on what

I had seen in other companies.” After hearing about Allison’s reservations, her upline arranged for her to visit the dōTERRA corporate offices and meet with Emily Wright.

Allison posed question after question to Emily, but the turning point was when Emily offered to give Allison’s friend an AromaTouch® Hand Technique. Allison says, “I was so touched to see Emily give service like that. I felt I could trust the company and that they would do right by their customers and members. It gave me confidence that this opportunity was what I needed.”

Driving Allison’s hope for a real opportunity was the fact that her life had become consumed by her job. “I was working 60 hours a week, felt very isolated, and had no social circle. The job was taking a toll on my physical, mental, emotional, and spiritual health.” As she started building her dōTERRA business, Allison began scaling back on her hours in her job. Finally, when she hit Gold, she quit her job.

Since then, Allison’s passion for the business has been unstoppable. She explains, “I want to have choices. Before I found this business, I felt I had few choices in my life, and a lot of people are in similar situations with their work and their health. I want to show them that they have choices with the oils and with this business.” Allison is grateful for the choices she has in her life now—the choice to work when she wants, to build financial freedom, and to travel more.

Allison’s life looks very little like it did a few years ago, and she is eager to help others find the change and choices they need as well. “Now I have a community of amazing friends, peers, and business partners around the world, and the ability to choose where I live and how I spend my time. I have a real sense of purpose. Achieving Diamond was a dream come true, made possible by the efforts of my entire team. It felt amazing, but that feeling pales in comparison to the joy I feel when my leaders achieve their dreams. Success is sweeter when it is shared.”

IMPORTANT POINTS

FIND A BUSINESS BUDDY.

“I started this business with my sister, Kristin. We have complementary strengths, and it has been so joyful to take this journey with her. Find someone you can have fun with. It takes away the fear of doing things for the first time, like going to events or holding classes.”

GIVE UP PERFECTIONISM.

“If you’re a perfectionist, stop that now. Don’t try to be the very best. People don’t need perfection—they need duplication. They need your passion. Keep things simple, make duplication easy, and share your passion for both the oils and the business.”

GUARD THE CULTURE.

“One thing that sets dōTERRA apart is our amazing culture. It’s so different from other network marketing companies, and we can’t lose it. Growth at the expense of our culture is dangerous. I call on all leaders to be guardians of the dōTERRA culture.”

Leader

Lisa Wilson
Blue 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 find builders in an area that seems to be saturated with MLMs?

When I meet someone who I think would be great at the dōTERRA business, the first thing I do is drip oils on them! I do 1–3 wellness consults and stay with them until they are getting robust results. Usually they use the oils for a few months before we discuss the business opportunity. When I see someone with potential, I engage in a personal conversation like this:

“I am currently expanding my organization. I have one position right now where you will work closely with Tracey (for example) and me. I am looking for someone who is entrepreneurial, likes public speaking, articulate, smart, and would like to build a business. I know how much you love the oils. I think you are an amazing person and I admire everything you do. If you think you might be open to having a conversation, let’s set a time to have a

cup of tea. I can show you what my day, week, and month look like with this business. If you do not want to do this as a business, that’s 100 percent fine. But if you would like to explore this, I would love to. Would you like to set this up and have a cup of tea?”

I find that when I know the type of person I would like to bring on as a business builder, then that is the person I keep an eye out for.

What are your best tips for building a business online?

I do some connecting online, but this is a relationship business. Here is an example of how I use social media: I noticed someone on social media mentioning she was exhausted because she couldn’t get a good night’s sleep. I sent her a private message and asked if she would be open to trying some essential oils for sleep if I sent them to her. She said yes, so I put some samples in the mail

with instructions and let her know I would follow up in two days after she had tried them. I like to follow up with a phone meeting where we determine how well the oils are working. If there is no change, then I send her different oils and let her know we will find one that works beautifully with her body’s chemistry. In a couple of phone calls, this usually turns into them purchasing a kit. This starts to create a relationship, which sometimes turns into a business-building opportunity. So while it may start online, I find it best to take it offline and start cultivating community and friendship.

How do you get more people to host classes?

You can learn to book a class from a class, and your classes will go on and on! This is what I say in a class:

“If you are thinking, ‘This class was cooler than I expected. I wish I had brought my mom, my sister, or my neighbor,’ and if you would

like to book a class and get on my calendar tonight, I have brought my calendar with me. I am currently booking out the next three months. I don’t have many open dates left, but the available dates are highlighted for you to choose from. We are doing a drawing tonight to give away a free bottle of Lavender oil. The first question on the drawing slip asks if you would like to host a class. If you would like to get 10–12 friends together in your living room, we will come to you! So please check that box. I will be coming around with my calendar and booking dates for people who would like to host a class, but I have to get it on my schedule tonight because I book up quickly. Just let me know if that is something you would like to do, and we will get you on my calendar.”

It is skillset plus mindset. Change your mindset to knowing you have more classes than you can possibly handle, and that is what will start showing up for you! 💧

Polina Goldberg

CARLSBAD, CALIFORNIA, USA



HOPE

“dōTERRA gave me hope. With hope, anything is possible; you just have to break down the impossible into small possibilities and achieve those one step at a time to make it to your goal.”

When Polina Goldberg discovered dōTERRA essential oils, she was running a yoga studio. For several years, she used the oils for herself and her family before realizing the business opportunity could be life changing. She explains, “My husband and I had some negative experiences with our business, and I knew I couldn’t continue to rely on income from that business. We needed to find a way to grow financially stable with the opportunity for more time freedom.”

At the time when Polina was deciding to commit to the dōTERRA opportunity, she also had the chance to spend time with her upline and downline, which made her realize she wasn’t living her true purpose. This further motivated her to pursue dōTERRA as a career. Since then, all of her upline, including Boyd and Sandy Truman, Spencer and Reta Kuhn, Freddy and Mandy Kuhn, LaNel Shimano, and Melissa Cyr, along with her parents (and Wellness Advocates) Jack and Lola Gershfeld, have been a remarkable support system.

Although Polina decided to sell her yoga studios in order to pursue the

dōTERRA opportunity, she feels her experiences helped prepare her for this journey. She explains, “It taught me the importance of building a community, realizing that people want to be part of something greater, pushing me beyond my comfort zone, understanding that I can’t make everyone happy, and finding my true direction and purpose in helping others.” The time investment required by her previous business also helped Polina realize she wanted a career that would enable her to spend more time with her children.

Now, Polina and her husband, Dave, are grateful to work together in their dōTERRA business. Polina says, “This opportunity has been such a blessing to our life. It’s a win for all, even when it comes to our marriage. It has brought us closer together and given us the ability to work with each other’s strengths, and we have the time freedom to spend more time with our kids.” Dave joined Polina full time when she reached Diamond, which is a great comfort to her in all that she needs to do, whether it’s taking care of their kids, brainstorming new strategies for

their business, or working with their marvelous leaders.

With five children, finding balance between work and family isn’t easy, even with Dave’s help. Polina has learned to take each day as it comes. “The word ‘balance’ doesn’t mean staying still and perfectly in one place—it means being able to be flexible with change and move slightly to keep things balanced. My best advice would be to keep a positive attitude. Your attitude is going to determine what happens to the rest of the day, week, month, year, and life. Nobody is perfect, we all make mistakes, and it’s okay! Learn from them and become a better leader because of it.”

Polina and Dave are so grateful for how dōTERRA products have changed their family. “These oils changed my kids’ health, and I couldn’t imagine any mother raising children without the oils!” With the changes in their family’s health, financial stability, and time freedom, Polina and Dave are dedicated to continue sharing this opportunity of hope.

TIPS

STAY FOCUSED. “When you first start your dōTERRA business, it’s easy to get distracted—life happens and we’re turned to a different direction. If you just stay focused on sharing, loving, using, and learning, your dōTERRA business will grow, and you will be blessed and will continue to be blessed for the rest of your life.”

STAY COMMITTED. “When you start a new business venture, people in your life may not agree with you and may not see the vision. However, when you see and experience the life-changing effects of using the oils and the overwhelming excitement of your team growing, it opens your eyes to a whole new world.”

STAY PASSIONATE. “When you love to help people, they will be drawn to you. My passion shines as soon as I start talking about health and oils. My confidence in the oils and ability to release all fear of failure allow me to share with everyone. My passion for helping and empowering others through education is what inspires people to join our team!”

René Hanebutt

CHICAGO, ILLINOIS, USA

FOR THE TEAM

René Hanebutt is excited to achieve Diamond, yet her approach to this accomplishment reveals a, “Yes, but...” thought process. For René, Diamond is just a stepping stone on her way to Presidential Diamond. “I’m enthusiastic to hit Diamond, but I’ll be truly satisfied when I reach Presidential Diamond and beyond,” she declares with a big smile. “That’s when I’ll celebrate.” Emphatically, René admits, “For now, I’m happier and more fulfilled as I witness what my team members are accomplishing.”

This is characteristic of René. As a former athlete and coach, René understands the importance of creating a strong, cohesive team. Since she first started building with dōTERRA, she has focused on gathering “players” who are committed to helping and challenging each other. “My qualifiers have been absolutely fantastic. I have a really strong group of exceptional individuals whom I love and trust. We’re all in this together, and we understand that it’s a collaborative effort.” This was highlighted when René attended Leadership Retreat this spring—with her core team by her side.

René highlights, “I want my downline to be friends in the truest sense of the word. I’m building an organic community where they see each other as key elements of a support system. I’ve purposefully instilled in my team the belief that they are allies rather than competitors.” As these relationships grow, she affirms, “These individuals as a team are what allowed me to be Diamond.”

For Others

From the time when René began her dōTERRA business, she has concentrated not only on configuring a robust team around her, but also on discovering ways she can bless others through her professional success. One big dream that drives her is her desire to help underprivileged families in Mexico. René says, “My long-term goal is to provide educational and employment opportunities to people there, especially women and children. I want to support those who are living in the shadows, the disadvantaged. I have several friends in that beautiful country, and this aspiration has been on my heart for a long time.”

For dōTERRA Customers

In addition to providing opportunities to people in Mexico, René is committed to helping everyone she can through dōTERRA products. This has been one of the emphases of her team—helping others find the solutions they need to improve their health and wellbeing using products that are safe, natural, and effective. “In our organization, we strive to sample each person before they even come to a class. We want to give them a clear idea of how essential oils can transform their lives and what they can do for them. If we give them one sample and they don’t get the results they want, we give them another until they are truly satisfied. We sincerely want to help people improve their quality of life by finding relief and healing.” Through this strategic process of sampling and assisting people, René centers on developing good relationships with customers, who sometimes end up eagerly sharing or building the business.

For René, going “all in” with dōTERRA will always have the goal of doing it for her team and the people they can serve through essential oils, financial support, and genuine relationships.

“Going all in with dōTERRA has ignited my passion for people and their wellbeing. It has proven to be more satisfying, surprising and stimulating than I ever imagined.”

GOING “ALL IN”

Go all in. “Go all in at the very beginning. dōTERRA is the perfect organization for this type of business strategy. Don’t play small. Trust your gut! This is fundamental to a successful mindset in network marketing. Sample your friends and family intentionally and often, and ask for referrals. Learn as much as you can, but don’t think you need to know everything. This is a great business to learn by doing.”

Stand out. “I try to do things to stand out from other businesses. One of these things is being personal. I like to follow up with phone calls because the connection with the other person is more holistic. You can communicate beyond words with tone and inflection, and thoughts and feelings are more present in the conversation. If I enroll someone who isn’t local, I also like using Zoom calls to build a personal relationship.”

Find influencers. “When you’re beginning your dōTERRA business, you need to find people who will do it with you. Find the influencers in your life and have them join you. This way, you’ll get to Diamond faster and you’ll be doing it with people who are as committed and capable as you are.”



Drs. Teegan & Sarah Fiedler

CHICAGO, ILLINOIS, USA



A STRONG BEGINNING

As students of naturopathic medicine, Drs. Teegan and Sarah Fiedler are familiar with using natural products for health support. They were impressed with the efficacy of dōTERRA essential oils, and once they had researched the sourcing, testing, and safety of the oils, they were convinced these would be powerful tools for their future patients. However, the factor that pushed them to commit to the business opportunity was their financial need.

Sarah explains, “We were newly married and pursuing two graduate degrees each! We needed an answer to our financial situation.”

Teegan and Sarah decided from the beginning to work in their dōTERRA business together, and it has been immensely beneficial to both of them. “We’re like a brain—Sarah is the right half, and Teegan is the left. The left side insists on spreadsheets, budgeting, and overall

organization. The right thrives on meeting new people, coffee dates, and follow-up. This combination has allowed us to not only grow quickly, but also to foster solid teamwork.” They are grateful to be able to lean on each other emotionally as they build this business together.

In addition, Sarah and Teegan feel thankful to have the support of their families, their upline, and their team. Since they began their business, both of their

families have been very supportive—their parents have even joined them in the dōTERRA business! Their upline has provided excellent training and encouragement along the way, and their team drives and inspires them daily.

As they work to build their business and grow their team, Teegan and Sarah focus on educating and empowering people with the oils. Because they are naturopathic doctors, they are committed to helping people achieve improved health through natural solutions. Since they haven’t opened their practice yet, one of the greatest ways Teegan and Sarah share the products is by using them. “For us, essential oils are an extension both of our medical training and how we choose to live. We love inviting others into a more natural lifestyle. We share and educate mainly by example. We use dōTERRA oils and products throughout our day and find it’s easiest to share a product we have personally experienced.”

While they love seeing the oils change lives, Sarah and Teegan feel the most life-changing aspect of their dōTERRA journey thus far has been the financial blessings they’ve seen. Sarah explains, “Both Teegan and I knew God had called us to go to naturopathic medical school, but it was very stressful to see our funds dwindling and the road of higher education stretching out before us. We are so overwhelmingly thrilled that God led us to the dōTERRA opportunity.”

Because of their success with their business, Teegan and Sarah are able to take a year off between graduating medical school and opening their own medical practice, and they will be able to open one of the first naturopathic medical clinics in north Florida this year. “dōTERRA has changed our lives, and this is only the beginning as our heart is to bless many others with the gift of holistic health and essential oils.”



“Since day one, we have worked in this business like it’s our main job because no other job has rewarded us like the dōTERRA business.”

EVENT ENCOURAGEMENT

MOTIVATE ATTENDANCE. “We explain in the invitation that the class size is limited and that they need to RSVP to reserve a spot. We also typically do a drawing for one free bottle of oil, usually Wild Orange. Lastly, we make brownies with Peppermint oil because chocolate is the best motivator!”

FOCUS ON BASICS. “We almost always teach on the top 10 oils because it provides the foundation for how someone can transform their health. We find that sticking to the most common oils and usage tips enables people unfamiliar with oils to follow along easily. We typically address specific topics and questions during follow-up.”

DEFINE YOUR GOALS. “The number of events you plan is dictated by your goals. If your goal is to replace your income in two to three years, then you should hold events as often as you can! If the goal is simply to supplement your income and get your oils paid for, then you can choose to hold one event every few months.”

“The dōTERRA opportunity is enabling us to achieve our goals much faster than we would have been able to on our own.”

dōTERRA® WELLNESS ADVOCATE *Recognition*

TRIPLE DIAMONDS



PATRICK & ALLYSE SEDIVY

*Congratulations to
Patrick and Allyse Sedivy,
Our First Triple Diamonds*

DOUBLE PRESIDENTIAL DIAMONDS



WES & HAYLEY HOBSON



BOYD & SANDY TRUMAN

DOUBLE BLUE DIAMONDS

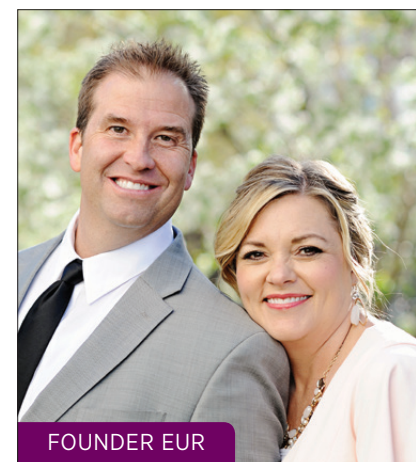


DAVID & TAWNYA HSIUNG



STEVEN & MONICA HSIUNG

DOUBLE DIAMONDS



KENNY & REBECCA ANDERSON



ANDY & NATALIE GODDARD



JUSTIN & KERIANN HARRISON



JERRY & LAURA JACOBS



KAI HSUN KUO & PEI LING SU



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KACIE VAUDREY & MIKE HITCHCOCK

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MATT & KELLY ANDERSON



CORINNA CHUSE BARRUS



TARA BLISS

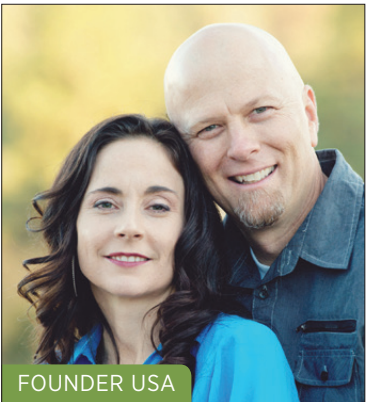
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ELENA BROWER



JERRY & BRANDI BURDINE



JAMES & ROXANE BYBEE



MAREE COTTAM & DIRK VANDERZEE



VERN & JENNY CRAWFORD



CHRISTIAN OVERTON & MARK EWEN



SCOTT & RHONDA FORD



NICK & JEANETTE FRANSEN

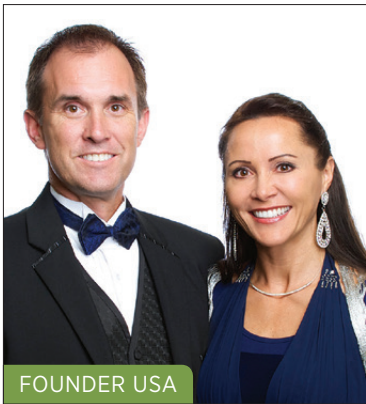


JEFF & JEN FREY

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LI & LANCE FRYLING



ROGER & TERESA HARDING



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MATT & SARA JANSSEN



JOSH & SEASON JOHNSON



KYLE & KIERSTON KIRSCHBAUM



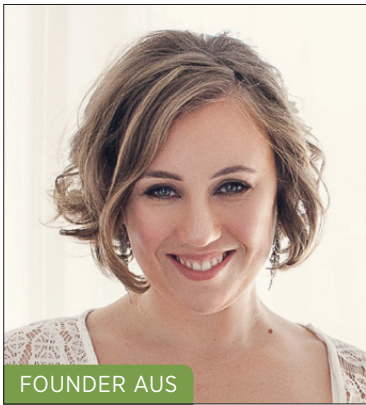
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SHANE & REBECCA HINTZE



PAUL & BETSY HOLMES



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ASAKO KOBAYASHI



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NATE & DANA MOORE



KC & JESSICA MOULTRIE



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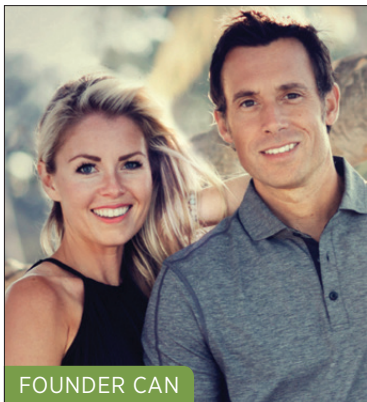
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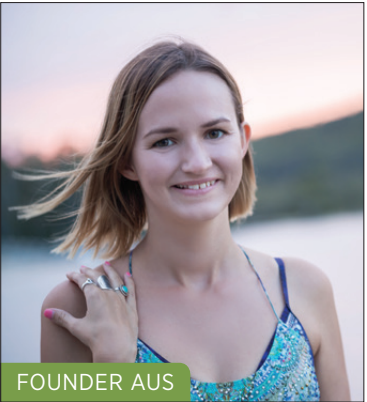


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MARIE-KIM PROVENCHER

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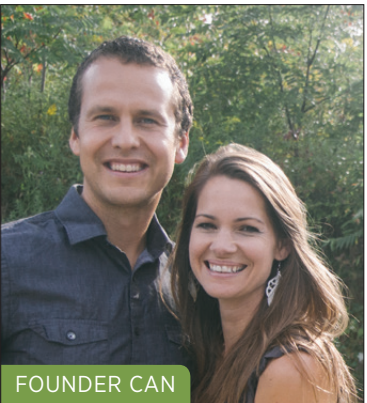
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RYAN & DANI SMITH



BRAD & DAWNA TOEWS



JOEL & SHERRI VREEMAN



MELODY & WALTER WATTS



CHRISTIAN & JILL WINGER



KEVIN & NATALIE WYSOCKI



TOSHIYA & IZUMI
YANAGIHARA

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WILBUR & JESSICA ANDREWS



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PETAH-JANE AUCKLAND-HALL
& URA AUCKLAND



DANIEL & CRISTINA BENITEZ



KEN & WENDY BERRY



MATTHEW & JANNA BERRY



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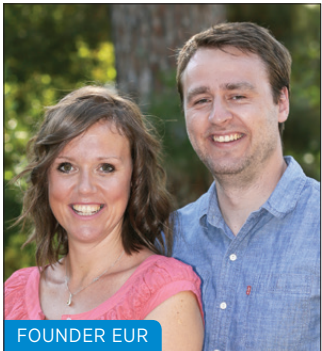
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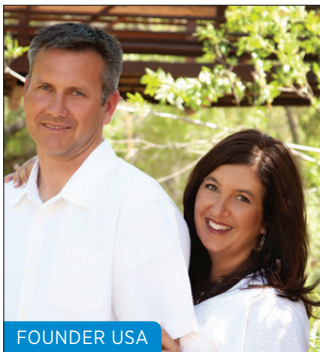
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MARIO JÖLLY & SABINE
BUCHNER



BEN & CAMI BUCHTA



SUSAN & DAN BURSIC



JEFF & CHERIE BURTON



ANNE CALHOUN



KIM & JERRY CAMUSO

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BRADY & MICHELLE CANNON



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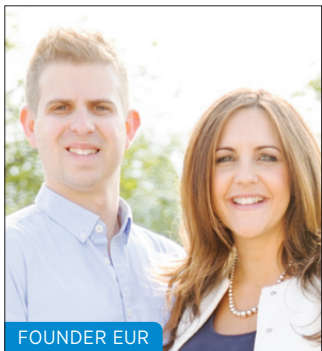
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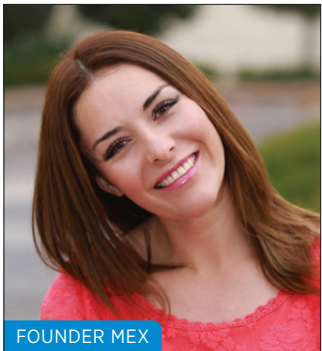
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LEONIE DAWSON



MOLLY DAYTON



LIZETH BALDEMAR DE ARRAS



SOFÍA LÓPEZ DE LARA & RODRIGO ALADRO



FRED & CARRIE DONEGAN



MARK & LINDSEY ELLIOTT



SHAYE & STUART ELLIOTT



DAVID & JULIANNE ELLIS



CAROLYN ERICKSON



DR. MELISSA & EVAN ESGUERRA



KEITH & SPRING ESTEPPE



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DAMIAN & JENNA FANTE



LEONIE FEATHERSTONE



CHRISTY & ANDREW FECHSER



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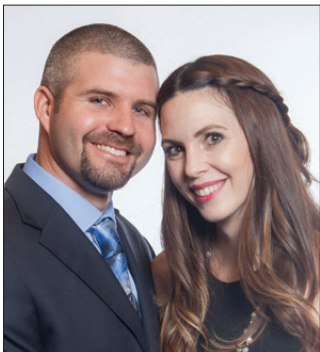
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AL & MAUREEN GARCIA



ANDY & MISSY GARCIA



MARC & JENN GARRETT



JEFF & KATIE GLASGOW



DR. ANDREW & RUTH GOUGH



STEVE & KRISTINE HALES

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MARTY & JIM HARGER



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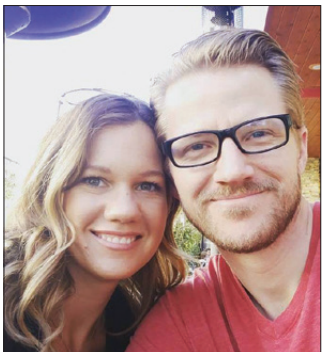
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JESSE & BREANNE HOUSTON



BENJAMIN & STEPHANIE
HOWELLS-SCOVILLE



FOUNDER TWN
CHIH JUNG HUANG & CHEN
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CHING YING HUANG



MICHAEL HUANG

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RICK & KATHY HUNSAKER



BRIANNE HURDAL



MARY HYATT



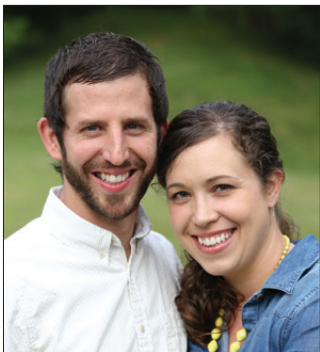
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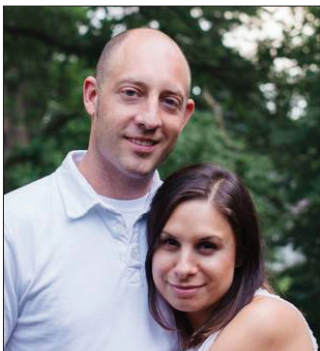
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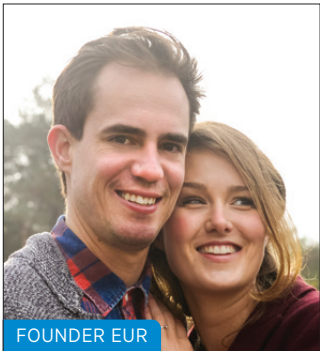


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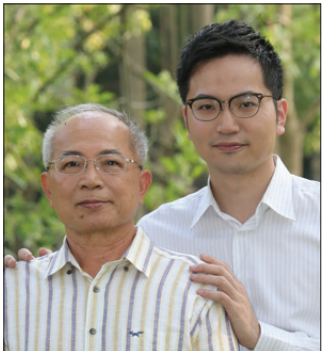
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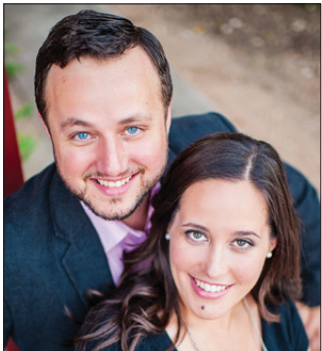
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WILLEM-PAUL & LOUSSANNA KOENEN



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JON & DUQUESA LAMERS



LAURIE LANGFITT



DANNY & NICOLE LARSON



JUSTIN & TAHNA LEE



FUXIAN LI & LING LING ZHANG



YU YIN LI



PO HSIU LIN & FANG SU KUAN



JOANNE LING & TRACEY FRY



CHIH JEN LIU & MAN TSAI

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STEVE & RACHEL LOTH



JEN LUKE



STEVE & TRACY LYMAN



DAVID & HEATHER MADDER



KELLY MALLINSON



ALONTO & DESIREE MANGANDOG



JULENE MARTINDALE



FOUNDER JPN
TERUMI MATSUSHIMA



AARON & TONYA MCBRIDE



TONY & AIMEE MCCLELLAN



JOSH JELINEO & BEBE MCFALL-JELINEO



ROGER & CAROL-ANN MENDOZA

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DAVID & TAMMY MILLER



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FOUNDER MAL
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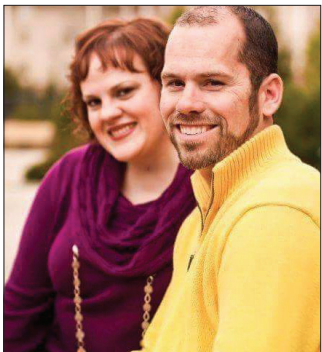
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FOUNDER MAL
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JONATHAN & DEANNA NICHOLS



DR. ZIA & KY NIX



JEFF & CRYSTAL NYMAN



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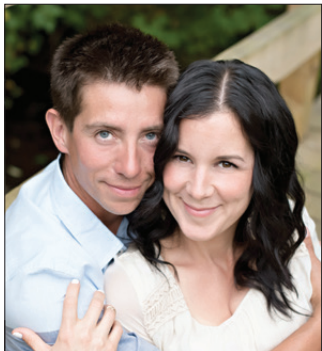


RICHARD & JENNIFER OLDHAM

BLUE DIAMONDS



DR. JOHN & HEATHER
PATENAUDE



SARAH-JANE PEPPER & TYLER
HERR



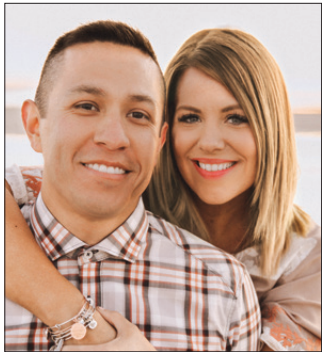
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QUARITSCH



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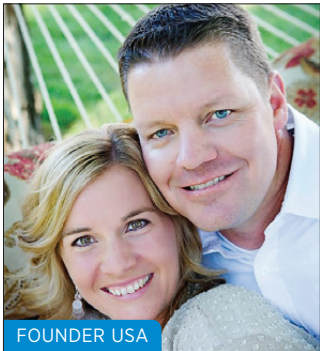
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ROD & JEN RICHARDSON



WINDI & SAMUEL RIFANBURG



BURKE & NATALIE RIGBY

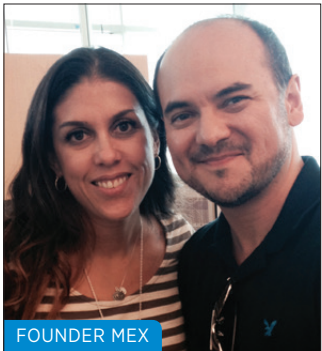
BLUE DIAMONDS



FRANK & JACQUELINE RITZ



JENNIFER & VERON ROBERTS



DANIELA & FERNANDO ROMAY



JUDY RUSHING



DR. ANDREA RYAN



JOSIE SCHMIDT



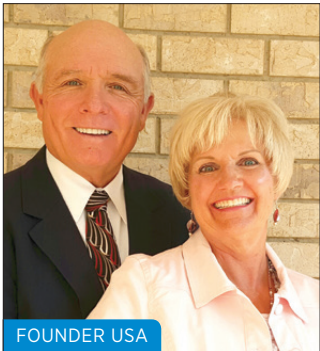
TENILLE & MATT SCHOONOVER



JANE SCHWEITZER



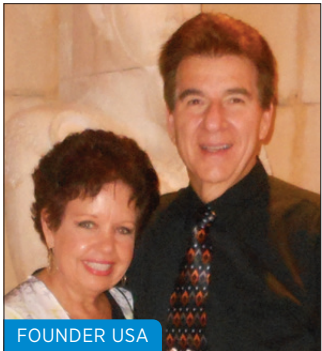
JEFF & DIANE SHEPHARD



TERRY & LIL SHEPHERD



KIM & DARREN SMADIS



DAVE & PEGGY SMITH

BLUE DIAMONDS



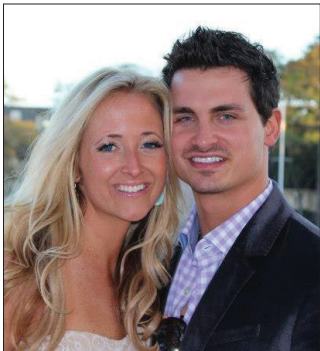
MARCY SNODGRASS



DR. MARIZA SNYDER &
ALEX DUNKS



NATHAN & MINDY SPRADLIN



STEFANIE & BRANDON
STAVOLA



JIM & TAMMY STEPHENS



JAMES & CHELSEA STEVENS



LAURA STOKER



JEFF & MEGAN STYBA



SHENG HAO SU



ZHONG SUN & FUCHUN XI



CHEN CHIEN TANG & CHIAH
LING LI



BILL & MEAGHAN TERZIS

BLUE DIAMONDS



AMY THEDINGA



BETTY TORRES



MATT & ALICIA TRIPLETT



JASON & ALLISON TRIPP



FOUNDER USA

GINA TRUMAN



RENEE & BYRON TWILLEY



FUMIKA UCHIDA



KARI UETZ



MARK & LORI VAAS



SHANE & KRISTIN VAN WEY



CIERRA & TANNER VANDERPOL



MICHAEL & SARAH
VANSTEENKISTE

BLUE DIAMONDS



EDDIE & ANGELA VILLA



PETE & CARRIE VITT



HEATHER & AARON WADE



KENNETH & STEPHANIE WAHLBERG



CHARLES & HELEN WANG



WENDY WANG



MARK & TAMALU WATKINS



AMY & CHARLIE WIDMER



JOHN & KALLI WILSON



LISA WILSON



JARED & SHEREE WINGER



DANIEL & AMY WONG

BLUE DIAMONDS



EDWARD & LINDA YE



HUANG HUI YU & WEN CHIANG SU

DIAMONDS



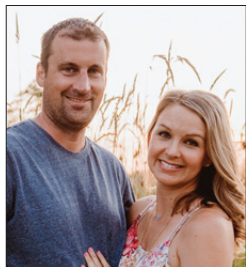
ALICE ABBA



ELVIRA ABBOTT



DR. JOHN & JENNIFER ACCOMANDO



AMBER & JOHN ADAMS



ATANASKA ADAMS



KATIE ADAMS



KATHY & BRAD ALLDREDGE



KEVIN & NICOLE ALMEIDA



BRENDA ALTAMIRANO & OSCAR CORDERO



LORENA ALVARADO MORALES

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DIAMONDS



KELLY ALVIS



DAVID & SHANNON
ANDERSON



NEAL & ERIN
ANDERSON



SARAH ANDERSON



KELLY ANDREWS



JENNIFER ANTKOWIAK



KISANE APPLEBY



CLAUDIO & JANAE
ARANCIBIA



FOUNDER MEX
LUZ MARÍA ARGUELLES



FOUNDER CAM
ANA LEDA ARIAS &
CARLOS PANIAGUA



JUSTIN & BRIDGET
ARNOLD



ROBIN ARNOLD



FOUNDER JPN
KAZUYUKI ASAKAWA



KEVIN & LAURELL
ASAY



KAREN ATKINS



ROBERT & KELLEY
AUGI



BENTON & ELIZA
BACOT



FOUNDER USA
PETER & SUSIE
BAGWELL



NATE & KELLY BAILEY



FOUNDER MEX
PERLA BALDEMAR &
JORGE TENORIO

DIAMONDS



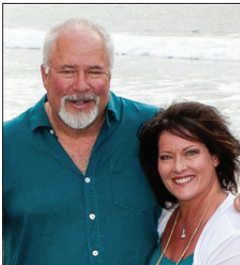
BEN & JADE BALDEN



FAINA BALK



KENDRA BAMFORTH



RICK & HAYLEY
BAMMESBERGER



MACKENZIE BANTA



KARL & REBEKAH
BARLOW



ERIC & BECKY BARNEY



ADAM BARRALET



JEFF & TAMARAH
BARTMESS



ALISON BARTOLO



FOUNDER EUR
MONIKA BATKOVA &
MARTINA VALNICKOVA



JEREMY & CARLY
BAUTISTA



ASHLEY & CHRIS
BEANS



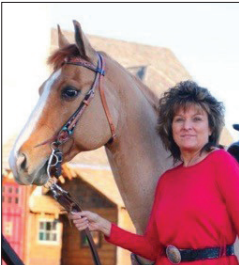
LISA BEARINGER



HEIDI BECK



DAWN & MARK BEHM



JUDY BENJAMIN



JOY BERNSTEIN



JENNIFER BEST



GEORGIANA & KLAUS
BIRTHLER



JENNIFER BITNER



SARAH BLAND-
HALULKO



ERIN BLOTT



JAMIE BOAGLIO



JON & KENDRA BODINE

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DIAMONDS



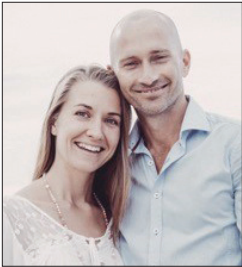
ANNIK BOILY



LADONNA BONTRAGER



LOURDES BORNACINI



STACEY BORSERIO & ZACHARIAH AURELIUS



JESSICA & RYAN BOSCHMA



REBECCA BOTTIS



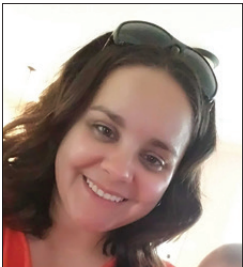
LAILAH ROSE BOWIE



BECKY BOWLES



ALINA & RAUL BRACAMONTES



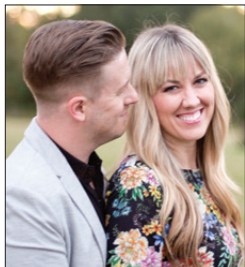
CARRIE BRADLEY



MELODY BRANDON



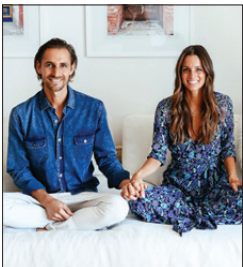
JASON & KAMILLE BREUER



ALLISON & BILLY BRIMBLECOM



RACHELL BRINKERHOFF



NICK BROADHURST & MELISSA AMBROSINI



JEN BROAS



JAKE & ALEXA BRODSKY



DR. ALICIA BROOKS



ADAM & CAREY BROWN



DON & CINDY BROWN

DIAMONDS



RUSS & CHAR BROWN



STEVE & BRENDA BROWN



KORINA BUEHRER



JARED & REBECCA BURT



CARMEN BUSCH



ERIKA BUTLER & RICK HENRARD



ISABEL & DANIEL CALKINS



DAWN & MARCELLO CALVINISTI



LORI & CHRIS CAMPBELL



SAM & TIM CANNELL



MELISSA CANNON



ERIKA & JOHN CAPPELMANN



JUAN JULIAN CARBALLO ESPINOSA & REYNA BEATRIZ HERRERA REYES



ASHLEY CAREY



CATHERINE CARRIGAN



BEN & ADABELLE CARSON



RACHEL & DARYL CARTER



JONATHAN & AMY CARVER



DAVID & ANDREA CAUFFMAN



LACEY CHALFANT



JESSICA CHAMPAGNE



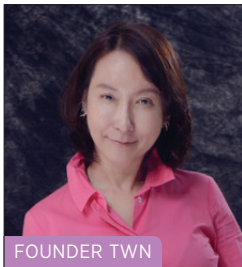
CHING YIN CHANG



KUI FEN CHANG



PEI SHAN CHANG



SHUANG SHUANG CHANG

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DIAMONDS



DAVID & ANA
CHAPMAN



NATHALIE CHAUSSEAU



CHIU SHIANG CHEN



FANG CHIH CHEN



FEI NI CHEN



FU YU CHEN



LIN YI CHEN



WANG PEI CHEN



WEI-FANG CHEN



MEI LING CHENG



LUO YU CHI



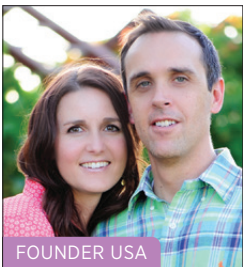
SHU CHIN CHIANG



CHIH HSUN CHIEN & SU
JU HUNG



GINA CHO



GREG & MARTI
CHRISTENSEN



MELISSA CHRISTOFFER



LI HUI CHUAN



DARRYL & ANNIE
CLARK



JESSICA & NIC CLARK



MARC & ROMI CLARK

DIAMONDS



MIKE & RACHELLE
CLEARY



CATE CLIFFORD



ANDREW & SHANNON
CLOUGH



JODI & JASON COBB



ALLISON COCHRAN



CAROL COLVIN



MATTHEW & AMIEE
CONNER



JOAN COON



KATHY CORDELL



TANIA COTE



NANCY COUTURE



KENT & STEPHANIE
CRANE



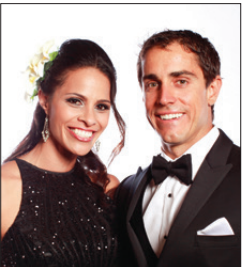
AMY CRAWFORD



TARA CRAWFORD



JOHN CROFT & NOEL
BLANCHARD



KARLEL CROWLEY &
STUART DIXON



ERIN D'INTINO



DANIELLE DANIEL



MONIR & TANJA
DANIELS



VICTOR & AMANDA
DARQUEA



DURELL DARR



BRAD & JULIE DAVEY



BRITTANY DAVIDSON



RACHEL DAVIES



MIKE & LORI DAVIS

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DIAMONDS



KEITH & KENDRA DAVY



JOYCE DAY



AIMEE DECAIGNY



VICKIE DICKSON



LEIA DILLON



MEGAN DILMORE



JEREMY & HOLLY DIXON



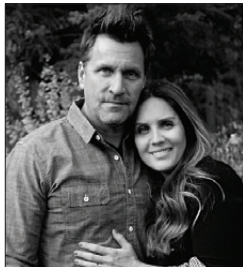
ANGELA DODGE



BONNIE DONAHUE



KARINE DOSTIE



CURT & TONIA DOUSSETT



FOUNDER EUR
ROGER & EMMANUELLE DUCE



DAVE & LIZ EATON



ANDREW & BROOKE ELIA



STEVE & LORRAINE ELJUGA



ROSALIE ELLIOTT



DENNIS & MARY ENGLERT



ULRIKA ENGMAN



FOUNDER MEX
PAOLA & SILVANO ESPÍNDOLA



HEATHER & PAUL ESSLINGER

DIAMONDS



ROLANDO & JESSICA ESTRADA



DARNIE EWART



FORREST & LESLIE EXLEY



BECKIE FARRANT



KNUT & CHRISTY FEIKER



DANA FELDMEIER



DANIEL & MICHELE FENDELL



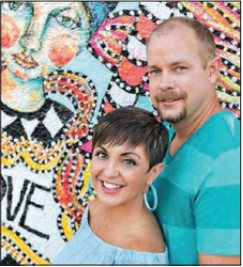
DR. ROBERT & KIYLA FENELL



YI I FENG



YUWEI FENG & CHANGPU YU



DALE & TONYA FERGUSON



SHERRIE FERRELL



DRS. TEEGAN & SARAH FIEDLER



CATE FIERRO



DAN & KIRA FISCHER



MARLENE FLAX



HAYLEY FLEMING



CHRISTI FLYNN



SAMSON & LETICIA FOLAU



FOUNDER MAL
HENRY FONG



LINDSEY & ROCKY FOSTER



MEGAN FRASHESKI



AARON & WENDY FRAZIER



SHELLEY FUGE



FOUNDER JPN
KAORI FUJIO

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DIAMONDS



CHIHO FUJIWARA



MYLÈNE GAGNON



LESLIE & ROGER GAIL



CARMEN GAIRN



KENNY & LINDSEY GALE



STEVE & LAURA GARCIA



GINO & AMANDA GARIBAY



DAVID & CRYSTAL GARVIN



FOUNDER NZL
ANGELA GEEN



NATHAN & JOANNA GEIGLEY



JULIE & SCOTT GETTY



BRANDON & LINDSEY GIFFORD



FREDRICK & ERIN GILES



REBECCA & BRIAN GILLESPIE



BRAD & TOBI GIROUX



DIANE GJELAJ



THOMAS & AMY GLENN



TESS GODFREY



POLINA GOLDBERG



VERONIQUE GOLLOHER

DIAMONDS



FOUNDER MEX
ERICK & EDGAR GONZALEZ



LUKE & TERESA GOODLETT



ALICIA GOODWIN



JAY & DEBBIE GORDON



BÉNÉDICTE GRAF



ADAM & LEAH GRAHAM



LINDSEY GRAHAM



MICAH & KRISTA GRANT



BRIONY GREEN



DREW & LACEY GRIM



MICHELLE GROSS



LYN & PETER GUERIN



CURT & CAROL ANN GUEST



LINDSEY & SETH GUNSAULS



TASHA HAKEEM



ANASTASIA & AARON HALCOMB



KIRK & JENNIFER HAMILTON



HUANG PO HAN



RENE HANE BUTT



CLIFF & PJ HANKS



KARA HANKS



DR. SANDRA HANNA



ABIGAIL HANSEN



GIADA HANSEN



KERRY HARPER

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DIAMONDS



NATALIE HARRIS



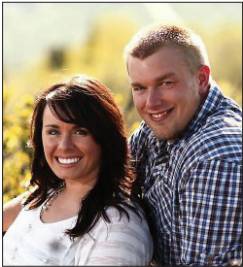
RYAN & JENYCE HARRIS



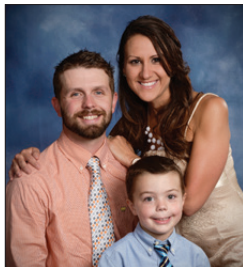
LOTUS HARTLEY



SCOTT & SHYANNE HATHAWAY



MARK & ALICIA HAUGSTAD



JODY & SHEENA HAWKS



ALLISON HAYS



JENNIFER HEATH



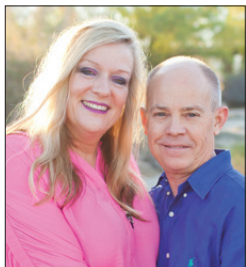
MIRANDA HEBERT



ELLIE HEDLEY



ANTHONY & DANIELLE HEIZENROTH



PAUL & TERI HELMS



SUSAN HELZERMAN



FOUNDER USA

GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



FOUNDER MEX

IAN & PAOLA HERREMAN



BREANNE & ERIC HESS



FOUNDER USA

TERRY & MARIA HEUSER-GASSAWAY



CHLOE HILTON-CLOW



FOUNDER SGP

ELIZABETH HO

DIAMONDS



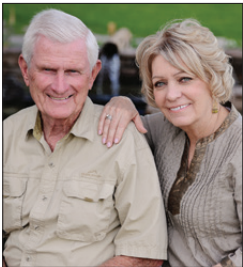
BILL & JODY HOFFMAN



SHALEEN HOGAN



CASSIDY & ADAM HOLDSWORTH



TONI & ROBERT HOLLAND



CAROL HOLTZ



JOY HORSEMAN



FOUNDER MEX

OSVALDHO HOSORNIO & CAROLINA CEREZUELA



JENI HOUSTON



TANYA HOWELL



KELLI HOWIE



JEN & MARTY HOYORD



CHIA LIN HSIEH



FOUNDER TWN

FU LUN HSIEH & CAROL SUNG



YUE WEN HSIEH



TE FU HSUN & CHING SHUE WANG



JEFFERY & MIRANDA HU



CHIAH MEI HUANG



HO NIEN HUANG



ROCHELLE HUBBARD



JENNIFER HUDGENS



MARY KAY HUESDASH



AMY HUFFMAN



CHRISTY & REID HUGHES



JENNI HULBURT



MARGHERITA HUMPHRIES

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



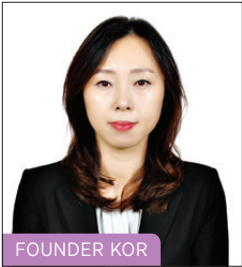
HSUEH LING HUNG



BJ & MEGAN HUNTER



MICHAEL & NANCY HUTCHINSON



KUN YOUNG HWANG



HIROMI IKEDA



BOO KYUNG IM



CHAE MYUNG IM



JENNIFER INCHIOSTRO



CYNTHIA INCZE



AMY INNES



DR. DAN & KELLY IRIZARRY



YUKI ISHIDA



REBECCA JACKSON



JASMINE JAFFERALI



SABINE & HARALD JAHN



ROB & WENDY JAMES



DALE & JENNIFER JARAMILLO



STEVE & SANDIE JENSEN



HABONG JEONG



CHRISTINA & LEWIS JESSUP

DIAMONDS



AARON & JESSA JOHNSON



KILEY & NORA JOHNSON



BRIAN & RACHEL JONES



JOLYNN & BRAD JONES



LELAND & ROBIN JONES



RACHEL JONES



RACHEL JOOS



HAGAN & DENA JORDAN



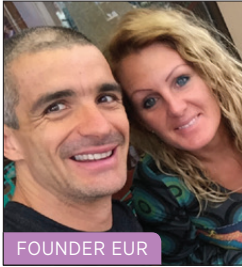
LISA JURECKO



KUO HSIANG KAI & CHENG SU FANG



CHIAH HO KAO



VACZY & REKA KAROLY



MASAMI KAWAI



MEGGEN KEEFE



JO KENDALL



JACK & TRACI KENNEBECK



MIKE & KALLI KENNEY



KELLY KETLER



KATE KETTLEWELL



DRS. JENNIFER & BRADLEY KEYS



NICOLE KEZAMA



NICK & DYANNA KILLPACK



RYOKO KIMURA



CADE & DOMINIQUE KING



MELISSA KING

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DIAMONDS



MIE KIRA



KENTA KIRIYAMA



JESSICA HERZBERG
KLINGBAUM



PAUL & NANCY KNOPP



MIKE & MEGAN
KNORPP



DR. SEAN & WENDI
KOHLER



MICHIYO KOIDE



FOUNDER JPN
MIKI KOJIMA



MEGUMI KONO



YOLANDA KOOLE



JENNIFER KOURTEI



DEBBIE KRAHN



TIFFIN KREGER-
BRYANT



LAWANDA KRESS



JOE & AMBER KROPF



SPENCER & RETA
KUHN



PU LI KUO



GARRISON & CINDY
LANDES



DAVID & LOIS LANE



ALISON LANGRIDGE

DIAMONDS



ALISHA & JONATHAN
LATOUR



JAMES & MICHIE
LAYTON



FOUNDER USA

NOLAN & PAT LEAVITT



BEN LEE & IONE SKYE



JOHN & CAROLINE LEE



FOUNDER KOR

KYUNG MI LEE



DIANE LEFRANDT &
JESSICA SMUIN



ARLA LEINS



REBECCA LEONARDES



FOUNDER SGP

CHUA HONG LEONG &
LAW SHU LI



CHUCK & CHRISTINA
LEROSE



ZACH & KYLENE
LESSIG



DR. DANIEL & KATIE
LEVERENZ



LENA LEVI



CHAD & JODI LEWIS



HSIU WEN LI



HSIAO-CHING LIN



WU HAN LIN & WANG
YUAN



YU YU LIN



JOHNATHAN &
RACHEL LINCH



LILLIAN LIU



FOUNDER TWN

WEN CHEN LO



FOUNDER SGP

LEE SEANG LOOI



CARDIN & MATT LOPEZ



FOUNDER MEX

CAROL LÓPEZ & LUIS
ESTÉVEZ

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



AVASA & MATTHEW LOVE



YU JONG LU



ERICA LUCAS



DWAYNE & TRACY LUCIA



YVETTE LUCIANO



NICCI LYNN



BETTY MAGILL



BRETT & BROOKE MAGLEBY



FOUNDER AUS

TANYA MAIDMENT



KALI KO & MAILE MAIL

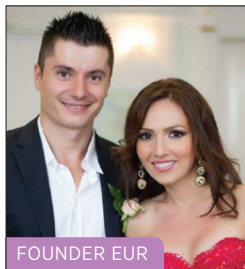


MELANIE MAITRE



FOUNDER EUR

SILVIA MALIK



FOUNDER EUR

IOANA MARGINEAN & RAUL OVIDIU



FOUNDER CAM

MILTON MARIN



FOUNDER EUR

LENKA MARKOVA



RICK & EMILY MARTIN



TIM & EMILY MASCARENHAS



JOHN & PATTI MASON



ELIZABETH & MANNY MATSAKIS



FOUNDER JPN

SHOKO MATSUYAMA

DIAMONDS



CLINT & KALYN MATTHEWS



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



VICTORIA MCADAMS



DENA MCCAFFREE



KEITH & KERI MCCOY



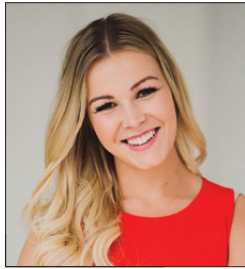
BRITTANY MCDONALD



SHARON & JASON MCDONALD



SUZANNE & ROBERT MCGEE



BRITTANY MCLEAN



JEANNE MCMURRY



BRAD & ANGELA MELTON



DR. ALLIE & DAVE MENDELSON



PRISCILLA & JERRY MESSMER



BECKY METHENY



EMILY MIEREN



DELYNN MILLER



JIM & AMY MILLER



JUSTIN & ASHLEE MILLER



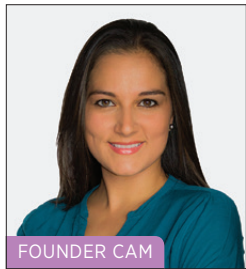
KAREN MILLER



LIU MIN



JENNIFER MIXDORF



FOUNDER CAM

ANDREA MONGE



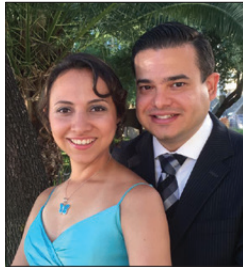
GREG & DR. JULIE MONTGOMERY



DRS. BRETT & RAEHEL MORAN

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



CECILIA MORENO & JAIME HINOJOSA



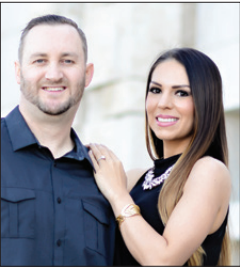
SHANNON MORGAN



MICHAEL & MELISSA MORGNER



MARIE-CHRISTINE MORIN



SOPHIA MORRISON



JANELLE & JUSTIN MUELLER



MARY LOU MULCAHY



YUKARI NAKAGAMI



HARUMI NAKATA



HOWARD NAKATA



TED & ALISIA NELSON



DR. MARTHA NESSLER



CHRISTIAN NEUDEL & GABRIELA HÄUßNER



JULIA NICHOLSON



JEFF & BROOKE NIGL



YOSHIFUSA NISHIDA



CHIKAKO NISHIMIZU



MITSUKO NOMIYA



ERIC & KRISSY NORDHOFF



AUSTIN & AMBER NORDSTROM

DIAMONDS



KERRY & DENISE NORRIS



RENEE NOVELLO



ADAM & TAMI NUHFER



KRISTEN O'BRIEN



CHARLIE O'CONNOR



KERY O'NEILL



FRANK ODDENS



NARU OGISHI



MUNEHIRO OKUMURA



KEIJI & EMIKO OKUYAMA



ALLEN & BROOKE OLIVER



JOHN & AMANDA OLSEN



STEPHEN & DAWN OLSEN



CHRISTOPHER & AMY OUELLETTE



JOHN & PAULA OVERBEEK



JOHN & KIM OVERPECK



KATHY PACE



TERRI PACE



MELODY PAINTER



MARANATHA PARKE



ROBERT & JANELLE PARRINGTON



RODNEY & ELAINE PARSELEY



SANDRA PASCAL



JOHN & LAURA PASTERNAK



ERIN PATEL

DIAMONDS



CYNTHIA PATIENCE



HOLLY PAURO



ANNA PENICK



MARCO & SABRINA
PETROLLINI



TENA PETTIS



SPENCER & LAURA
PETTIT



JON & EMILY PFEIFER



MALCOLM & AMY
PHILBRICK



BETH & RYAN PHILLIPS



EMMY PICKERING



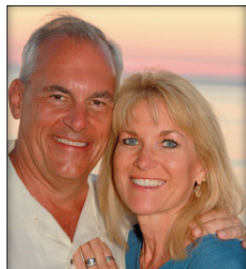
JESSIE PINKERTON



BRIAN & JEN PINTER



FRANI PISANO & HERB
HOELLE



DAVID & VICTORIA
PLEKENPOL



MISH POPE



KATRINA & MATTHEW
POTTER



MAYRA & STEPHEN
POWERS



JOSIAH & MELISSA
PRECOURT



JESSICA PRESS



MATTHEW & RACHEL
PRIMEAU

DIAMONDS



RUTH PRINCE



RACHEL PROUD



AMANDA & KEVIN
RAHIJA



WILLIAM & ALICE RAHN



JACOB & ABI RAINES



CLAUDIA RAMIREZ &
SERGIO ANGE ABUNDIS
RODRIGUEZ



KRISTEL RAMIREZ



KRISTA RANDALL



JAMIE RATHJEN



CORRIE RATZAT



DICK RAY & STACY
PAULSEN



ANGELA REED



NICOLETTE REYNOLDS



TRACY RHODES



ADAM & NISHA RIGGS



FOUNDER MEX
PATRICIA QUIROZ RIOS



SETH & JENNY
RISENMAY



REBEKAH RIZZO



JESSICA ROBERTS



SHAWN & AMANDA
ROBERTS



AUDRA ROBINSON



JAMES & KELLY
ROBISON



CHANTAL ROELOFS



TRACIE ROESBERY



KATHY ROGALLA

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DIAMONDS



BRITTANY ROSCHECK



MICHAEL ROTHSCHILD



ANDREW & MINDY ROWSER



DR. ISABELLE ROY



GENEVIEVE RUDOLPH



RITA RUNNELS



JOANNA RUSLING



JESSICA RYAN



KARI RYAN



NORIKO SAKAGAMI



ERIC & GALE SANDGREN



ADRIAN & ROXY SARAN



ISIDE SARMIENTO



STACEY SARROS



AVA & JACK SCHNEIDER



KATIE & CARLYLE SCHOMBERG



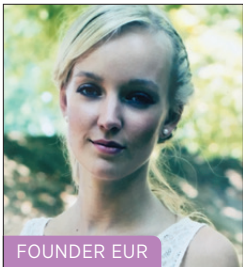
STEPHANIE SCHREIBER



JENNIFER & CHANCE SCOGGINS



TERRI SELDON



TJASA SERCER

DIAMONDS



MAGALI SERMONDADE



YI MIN SHAO



WENDY SHATTUCK



HELEN & MARK SHAW



COURTNEY & NICHOLAS SHEPARD



MARK SHEPPARD & RANI SO



HUA LIN SHOU & MIN JUNG KUAN



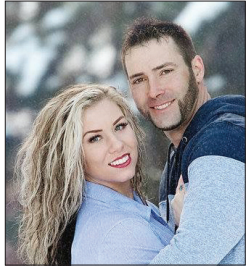
KIMBALL & YUKO SHUTE



ELENA SIMMONS



ROBYN SIMON



KELSEY SIMS



RACHEL & SCOTT SIROTA



MARY SISTI



BRIAN & ELIZABETH SKAUG



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



DIANNA SMITH



DRS. JORDAN & TRACEY SMITH



KALI SMITH



LANA & KIRK SMITH



STEPHANIE SMITH



ROBERT & SHARLA SNOW



JOE & LAURA SOHN



MEGAN SPOELSTRA



BEN & ASHLEY SROKOSZ

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DIAMONDS



ALICIA & JASON STEPHENS



JULIE STOESZ



VICTORIA STRELNIKOVA



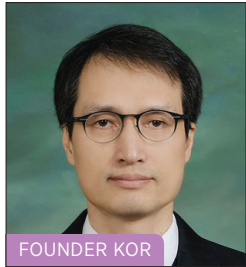
COLLEEN STRONG



HAN YI SU & HUANG CHIH FAN



FOUNDER MEX
JUAN CARLOS SUÁREZ & ARACELI VALENCIA



FOUNDER KOR
HOON SUH



DR. MARA SUSSMAN



SAMUEL & MELISSA TÆU



TOMOMI TAKAHASHI



YOKO TAKAKU



FOUNDER JPN
HIDEMITSU & YOKO TAKEDA



CHIEKO TAKEKAWA



NAOKO TANAKA



PAMELLA TANIMURA



JOY TARPLEY



BROOKE & THOMAS TAZBAZ



JOE & ANNE TETZLAFF



CHRISTINE THETHI



PRAMELA THIAGESAN

DIAMONDS



ALICIA THOMAS



EVAN & ADRIENNE THOMAS



LAURANELL THOMAS



DAN & AMY THYING



TYLER & KRISTIN TIGGES



BILL & ERLEEN TILTON



JEN TOMAZINCIC



SAVVY TOMER



GLENN & JESSICA TRAVIS



BRIAN & AMANDA TRENT



JESSICA TREPAGNIER



FOUNDER TWN
HAO HENG TSAI & HSIN YUN CHANG



FOUNDER HKG
STEPHEN & YVONNE TSAI



FANG CHING TSAO



SHIH KAI TSENG



TSAI TING TSO



FOUNDER AUS
CHERIE & MAX TUCKER



JENNIFER UPCHURCH



RYAN & MELISSA VALLELUNGA



LOREN VALVASORI



ANNET VAN DORSSER



SHANDA & JEREMY VANDENBARK



JODI & AARON VANDERSTAAY



JENNIFER VASICH



CHAD & ESTHER VERMILLION

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DIAMONDS



SONDRA VERVA



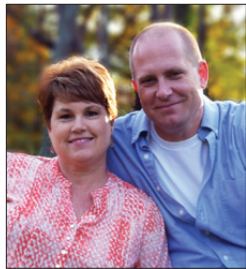
MELANIE VIENNEAU



BROOKE VREEMAN



CATHI & BOB WAAKES



CHERYL & ALAN
WAELBROECK



DAVE & KATE WAGNER



TARA & JUSTIN
WAGNER



REAGAN & HEATHER
WAGONER



CHAD & SUSIE WALBY



LORINDA WALKER



STACEY WALKER



BRENT & JENNY
WALSH



ERIC & SANDRA WANG



HUI TZU WANG



TIENH SIUNG WANG &
HSIU CHI LIN



BEN & MEGAN
WARDEN



LANE & ANGELA
WATKINS



ZACH & KELSEY
WATSON



DANA & DAVID WATTS



ELISABETH WATTS

DIAMONDS



TODD & JODI WEAVER



ROGER WEBB



JULIE WEINBERG &
MEREDITH KELLY



THORSTEN WEISS



KAREN WELCH



FOUNDER SGP

LIU WENHUI



SHAUNA WETENKAMP



AARON & DR. RACHEL
WHALEY



HALIE WHITAKER



MICHELLE WHITE



EMILI & DALLON
WHITNEY



HAYLEY & BEN WIESE



JOHNNY & GAIL
WILLIAMS



DINAH WILSON



JENNI & MIKE WILSON



ROB & MELISSA
WILSON



LINSEY & ERIK WILT



JULIE WINDER



DANELLE WOLFORD



JOHN & CHRISTINA
WOMBLE



MELISSA WOOD



CHRISSY WORTHY



FOUNDER TWN

CHING CHUN WU



MEI HUNG WU



FOUNDER TWN

TUNG HAN WU

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DIAMONDS



YI TE WU



JOEY & CACHAY
WYSON



XU KE XIN



YUKO YAGUCHI



MIDORI YAMAGUCHI



MIKI YAMASHITA



FOUNDER JPN

HIROKO YAMAZAKI



PEI RONG YANG



CHIU MAN YEN



ALISON YEO



ELENA YORDAN



FOUNDER JPN

FUMIKO YOSHIMOTO



FOUNDER JPN

MIHO YOSHIMURA



FOUNDER JPN

YASUNORI
YOSHIMURA



FOUNDER JPN

ATSUKO YOSHITOMI



FOUNDER KOR

YOUNG SUL YOU



FOUNDER EUR

MISKA & ROMAN
ZACKOVA



KRISTI ZASTROW



LIE ZHAO



GARY ZHOU & LAURA
WANG

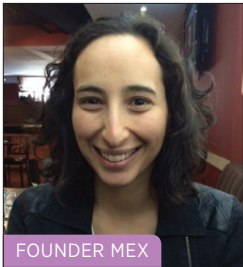
DIAMONDS



SCOTT & LISA ZIMMER



CHRYSTELLE
ZIMMERMAN



FOUNDER MEX

DIANA FALLENA
ZONANA



ELISABETH
ZOTLÖTERER

DIAMONDS NOT PICTURED:

HONG GAO
XU MING JIANG
GEORGE KLEINSASSER
JEFF & LINDA TILLEY
CHENG HSIU WEI

PLATINUMS



KEVIN & KIM ABAIR



ANASTASIA ADAM



LANE ADAMS



FOUNDER KOR

YOUNG HO AHN



SANDY ALEMIAN



ALLISON ALEXANDER



LACEY ALLEN-DURAN



DIANA ALWARD



KATCHIE ANANDA



CAROLYN
ANDERSON



PAULA ANTONINI



ELICIA ASHTON



JESSICA & STEPHEN
ASHWORTH



MICHELLE ASMUS



JIMMY & ANGELA
ATKIN



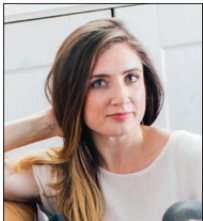
ROBYN ATTICKS



ROBYN AZIMA



AUDRA & BRIAN
BAILEY



JULIE BARRON



GARY & AMY
BAUMETZ



BRADEN & CAMILLE
BAWCUM



AMANDA BEACH



LUKE & JESSICA
BEAVER

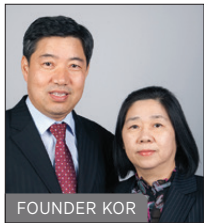


FOUNDER EUR

MAJA VODEB BECIC

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PLATINUMS



FOUNDER KOR
DONGCHOL & SOON
BYUNG BEH



NICOLE BENISCH



KATRINE BERGE



PAUL & LISA
BERGMAN



ASHLEY BERLIN



FOUNDER CAN
MARIE & HARLAN
BERWALD



PAIGE BICHLER



BRIAN & SHAWNA
BIELMAN



ELIZABETH BILLS



ALEESHA BIRCH



SARAH & CRIS BLAIR



FOUNDER EUR
ZOLTÁN BOKROSSY &
ZSUZSANNA BOKROSSY
PÁSZTOR



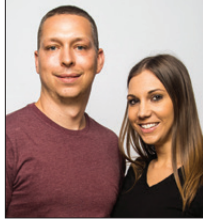
VANEESA BOLLER



MICHAEL & MICHELLE
BOWLES



DEBI BOYLE



ASHLEE & NICK
BRADSHAW



STEPHANIE
BRASPENNINX



ANISSA BRAUNEIS



AMELIA BREEDON



KIMBERLY BROWN



PATRICK & KATHRYN
BROWN



THERESA BROWN



TONI BUNTING



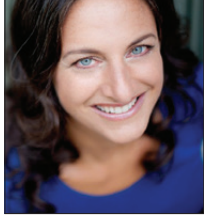
JANICE BURBELLA



DEBBIE BURNS



JOHN & LAUREN
BUSCH



CAROLINE CAIN



CLAUDIA CALDERON



MIGUEL & STEPHANIE
CALDERON



LISA CANIPELLI

PLATINUMS



TRAVIS & JESSICA
CARPENTER



BRIAN & CHRISSEY
CARR



AMY CASSEDDY



BRAD & MARLA
CHALMERS



NANCY CHAN



SHIN TING CHANG



CHIH MING CHANG
CHIEN & HSIU CHU TUNG



FOUNDER AUS
TERPSY CHRISTOU



TROY & DOROTHY
CIVITILLO



MONIQUE CLARK



STUART & CARLIN
CLARKE



FOUNDER EUR
RONELA CLEP



RICK & ALISSE COIL



TAMARA CORLIS



ALICIA COTTAM



LISA CUSANO



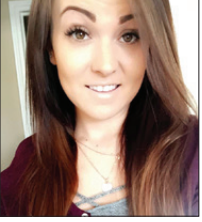
SHANNON CUTTING



DR. JAMES & KIM
DAHLIN



ASHLEY DAIGE



EMALEE DAME



BETH & BRAD
DAVENPORT



SUSAN DAVIDSON



DR. MARK & KRISTI
DEBRINCAT



SARAH DEGROFF



DIANNE DELREYES



JAMIE & TED DIBBLE



DR. ATAB & JILL DIEME



JOANNE
DISSANAYAKE



ERICA DOLAN



JENNIFER DONOVAN



ANDRIA & ROGER
DOWIE



MAGGIE DUBOIS



MARK & AMANDA
DUCE



MICHAEL & NATALIE
DUERDEN



SUSAN DYESS



BLAKE & JESSICA
EASTER

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PLATINUMS



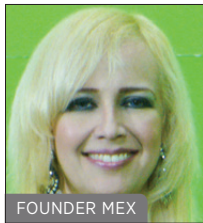
MICHELLE ELSTRO



SAYAKA ENDOU



SUSANA ESCOBAR



GILDA ESTRADA CARRANZA



CHERI & CHAD EVANS



DAWN FARRIS



RINDY FENLON



JASON & JULIANA FILA



SHARON FILA



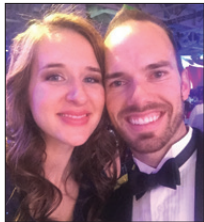
JANA RANKIN FINCH



MAREN FISCHER



SHAYLEE FORD-MARTIN



DR. BRADLEY & ALANNA FRANKLIN



KELLY & DEVAUGHN FRASER



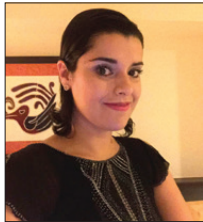
MARCIA FRIACA



PAUL & STEPHANIE FRITZ



MEAGHAN GANNETT



PENELOPE GARCIA GUTIERREZ ABOITES



DAREN & CRYSTELLE GATES



SUE GAVEL



ALLISON GERRY



KRISTANN GILLIES



CRAIG & LYNN GINES



VALERIEANN GIOVANNI



KARLA GLEASON



CARMEN GOLDSTEIN



LUCY GONZALES-ROMERO



STAN & PHYLLIS GOODSON



MONICA BIANCA GOREA



PAMELA GORGICHUK

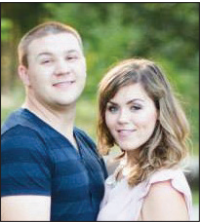
PLATINUMS



SARAH-JADE GRAHAM



LEON GREEN



JASON & JANESSA GREENE



KARI GUEGOLD



GRIFFIN GUNDERSON



MELISSA GUTHRIE



KEN & SANDRA HACHENBERGER



PHILOMENA HADDAD



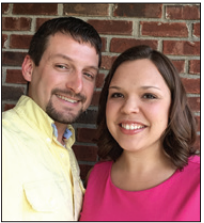
ERIN HALLINAN



DANIEL HAMILTON



GRACIE HAMMER



CHAD & MEGAN HAMMONDS



EMILY HANSON



MOANA & MATTHIAS HARDER



ARIANA HARLEY



MEGHAN HARLOW



ROXANNE HARRIS



BRIAN & JEANNIE HARRISON



STACEY HART



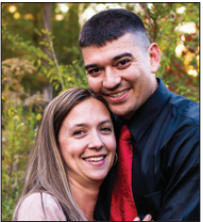
TODD HART



GARTH & JULIE HASLEM



KRISTINE HAUCK



LAUREN HAYDEN



LISA HERD



STEPHNE HILGENDORF



JULIE & KAULIN HINTON



TEMPAL HITT



HUIWEN HO



MEI LI HO



GREGORY & SUSANNA HOBELMAN



PAULA HOBSON



LINE HOLDAL



GREG & MELODY HOLT



BRENT & ANNIE HONE



LIM BEAN HOO



KATHY HOULE

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PLATINUMS



JACQUELINE
HOWELLS



HO CHUAN HSIEH



JEANESE & TROY
HUMBERT



ART & ELANE
HUPRICH



MARIA LUISA
HURTADO



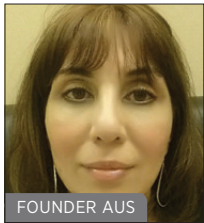
DEBORAH
HUSBANDS



KATIE HUSSONG



KOUJI ISHIHARA



FOUNDER AUS
RELEAF ISMAIL



CAROLINE JACKSON



LINDSEY JAFFERALI



JANE JAGLOWSKI



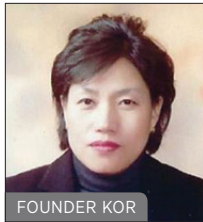
JAN JAMES &
RICHARD BRADLEY



TIM & DAWN JENKINS



LINDSAY JENSEN



FOUNDER KOR
CHUN HWA JEOUN



MELISSA & PAUL
JOHNSON



NANCY JOHNSON



TONY & DONETTE
JOHNSON



TRACY JOHNSON



TIFFANI & D'ARTIS
JONES



CHIAO EN JUAN



TZU YUAN KAO



LEAH KARRATTI



JAMIE KASARDA



YOKO KAWAI



CHELSEY KAYSE



KRISTA KEHOE



ANDREA KELLY



COLIN & JEN KELLY

PLATINUMS



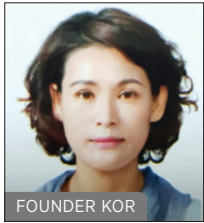
KRIS KESKE



FOUNDER SGP
LEE ENG KIAT



AMY & JEROD KILBER



FOUNDER KOR
KYUNG A KIM



LEATHA KINGI



TOM & ROMMY KIRBY



CHRIS & GARY
KIRSCHBAUM



LINDSAY KNAPP



YASUKO KOBAYASHI



CHELSEA KOLICH



JANELLE
KOTTELENBERG



SHINJI & MIUI KOYATA



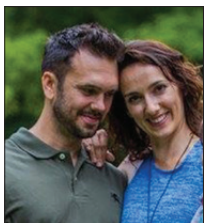
ABBY KRUSE



JESSICA KUIKEN



FOUNDER EUR
JON ERIK & LYNN
KVAMME



VICTORIA LADD



AUDREY LAFORGE



MARY LAGASSE



PEGGY
LANGENWALTER



SHARA LANGFORD



LORI LATENDRESSE



SCOTT & JESSICA
LAWSON



JANYCE LEBARON



FOUNDER MAL
ANNDA LEE



CECIL & LIANA LEE



REN-MIN LEE



ERIN LEVEAUX



YI HUA LI



CHING LIN



HSIU FENG LIN



FOREST CHEW SOCK
LING



JEN & JEFFREY LONG



JENNIFER
LONGMORE



TOM & ARI LOWER



SHELLY LOYD



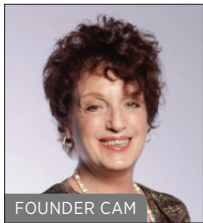
HEIDI LUEKENG

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PLATINUMS



ANA LULIC



ADELE LURIE



KERRI & MARK
LYDELL



MELANIE
MACDONALD



SHANNON MACY



ELIZABETH MARA



VICKI MARCUS



KARLENE MARKHAM



BERNY & JANET
MARQUEZ



CARRIE MARSHALL



AMY MARTIN



CRIS & PATTY
MARTINEZ



KEIKO MARUTANI



MIHO MARUYAMA



SUSUMU MATSUZAKI



ROSETTA MATTHEWS



DR. TANYA
MAXIMOFF



SHANNON MCCABE



CHRISTINE MCCUE



MARY MCGARRY



ROXANE MCGOWAN



AMY MCKINLEY



HEATHER MCKINNEY



JOHN & EILEEN
MCLEAN



LISA MECKLE



WENDY MENDOZA



KELI MESSERLY



KRISTEN MEYER



JIMMY & DEIDRA
MEYER-HAGER



DR. JANUARY
MIERZEJEWSKI

PLATINUMS



HOLLY MILLER



MICHELE & TIMOTHY
MILLER



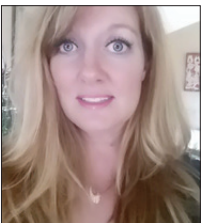
LIA MILOUSIS



JUDI MINCKLER



ANGELA MOFFITT



TIFFANY MOMBERGER



KAYLA MONSON



HIBISCUS MOON



CHRISTINE MOORE



ANDREA & BENJAMIN
MORGAN



HARUMI MORITOMO



CAROLYN MOSHER



AISLINN MUELLER



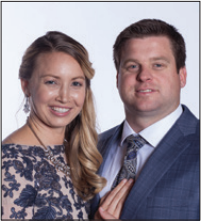
KATELYN NEIL



RAY & LAUREN
NEWSOM



COLLEEN NEWTON



CORY & STEPHANIE
NEWTON



JENNIE & MATTHEW
NICASTRO



MASAYO NISHI



MIYUKI NOGUCHI



KIMIKO NOMURA



BERNADETTE
O'DONNELL



HELEN O'GRADY



SARAH O'MAILIA



ALAN & BARBARA
O'NEILL



JOCELYN OADES



DEBBIE OHLS



JACINTA OJWANG



KAORI OKAMURA



ROBERT & HOLLY
OLMSTEAD



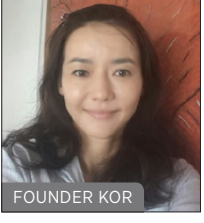
JENNY OTIS



MARCO ANTONIO
PAEZ ARGUETA



FOUNDER KOR



FOUNDER KOR



HA PARK



LAURA PARKINSON

PLATINUMS



JASON & RACHEL
PASSINI



JAMES & CHRISTINE
PAYNE



KYLE & KATEE PAYNE



WHITNEY PICKERING



BRITT PIRTLE & KYLE
HESS



TOM POLIFKA



LISA & MICHEAL
POSTHUMA



JULIE PREAS



ALLISON PREISS



SHERRI PRICE & MITZI
BYBEE MACLEOD



TRACY PRINCE



DANIEL & TIFFANY
PROVINCE



MYRA QUINN



ELMA ESTELA
RABAGO HERNÁNDEZ



KATIE RAGSDALE



JANET RAMER



KERRI RAMIREZ



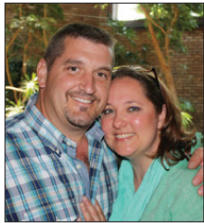
LINDSAY & MARK
RAPP



HANNAH REASONER



BARBARA REMPEL &
SIDNEY BRYANT



MILTON & TIFFANY
REPSHER



HEIDI RHYSS



KARI RICHEY



CHRISTY RICHMAN



JILL RIGBY



BIANCA RODRIGUEZ



JODIE ROGERS



BRENDA ROMAY



CANDACE ROMERO



CORT & KARLI
ROSZELL

PLATINUMS



KELSEY ROWELL



PATRICK & MANDY
ROWLAND



BECKI RUH



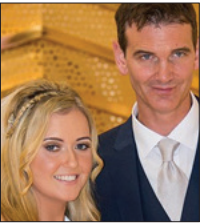
KATRINA RYAN



JOANNA SACCO



IAN & JESS SAGE



CIARAN & LINDA
SAMPEY



JAMES & MISSY
SANDERS



CARLA SANTIAGO



RUI & JEANA SANTOS



MISA SASAMOTO



ELIZABETH
SCARCELLI



JIM & SUSIE
SCHIERING



JESSICA
SCHLADWEILER



LESLIE SCHMIDT



CHRISTINA SCHMIT



ROGER & PAMELA
SCHWARZ



LENA SCHWEN



DENISE
SCHWENDEMAN



BROOKE SCOTT



JULIE ANN SCOTT



JUDITH SEARS



AMY SELLERS



TOMAS & SUZETTE
SEVERO



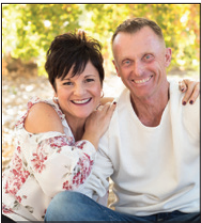
KEVIN & KESHIA
SHEETS



YOSHIKO SHIBAYAMA



EUN YEONG SHIN



LARRY & NIKKI
SHORTS



AMI SHROYER



KATRINA SIKORA



AMANDA SILICH



JEONGSUK SIM



MATT & MELISSA
SMITH



LEILANI SOIFUA



THERESA SOUCY



DON & PATTI SPIEGEL

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PLATINUMS



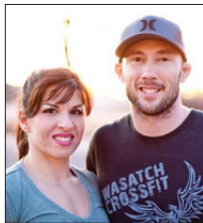
ROBIN STEINFELD



TAMMY STEUBER



DAVE & CALLIE
STEUER



DAMON & PRISCILLA
STEWART



WADE & CHRISTINE
STOLWORTHY



PHIL & LEEANN
STORK



BEN & JESS STRIDE



TARYN STRONG



YU-SHOU SU



FOUNDER MEX
GUILLERMO SUÁREZ &
IVONNE PAEZ



JUNKO & SHINJI
SUGAHARA



SHEILA
SUMMERHAYS



JENNIFER SUN



SHARLENE SUTTAR



JEREMIAH &
BETHANY SWEET



IKUYO TACHIBANA



IKUKO TAKESHITA



KELLY TAYLOR



KEITH & KELLY
TERRY



ANI TOROSYAN



CAITLIN TRALKA



MATT & ALISHA
TRASK



CORRIE TREWARTHA



RUSSELL & MELISSA
TRIPLETT



DUANE & CRYSTAL
TUCKER



KARI TURNER



TIM VAN DER
MEIJ & ESTHER
SCHULENKLOPPER



ALI VAN
ZANDBERGEN



JACKIE
VANDERLINDEN



BILL & MARILYN
VANDONSEL

PLATINUMS



FOUNDER EUR
ANNA VASKOVA-
MOTYLIK



CYNTHIA VELEZ



ALAYNE VICKERS



TYRONE
VICKERSTAFF



MATTHEW & NICOLE
VINCENT



FOUNDER EUR
ELENA
VINOKOUROVA



CASEY VON
IDERSTEIN



AMANDA
WALLJASPER-TATE



KETURAH WALTON



MICHELLE WARD



AUSTIN & JOCELYN
WARY



HIROMI & SHIGEO
WATANABE



DANYEL WATERS



RICHARD & HEIDI
WEYLAND



RANDY & SUMMER
WHELCHER



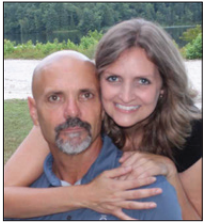
LEON & BONNIE
WHITE



GINA WHITELAW



TONYA WHITLOCK



HEATHER & HOWARD
WIEMER



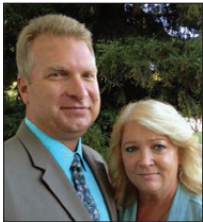
LORI WILLIAMS



DEBORAH
WILLIAMSON



MEGAN WINFREY



FRED & MARTI
WINKLER



MARK & TINA WONG



VANESSA WOOZLEY



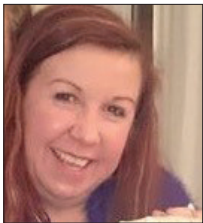
KRISTIN WORLEY



MICHELE WRAGG



JOHN & JESSICA
WRIGHT



PENELOPE WYNNE



HUI ZHI XIE



DING YAN



ELIZA & SHANE
YOSHIDA



TERUMI YUASA



FOUNDER KOR
SANG MOK YUN



REBEKAH & JOE
ZELENKA



FOUNDER EUR
ANKA ZURA

PLATINUMS

PLATINUMS NOT PICTURED:

ANTHONY BLISS	YOUYING JIANG	CIELA & JUAN RUIZ
LOREN CHUSE	TRACY KEOUGH	HSIEH HSI HSUN
ADRYAN DUPRE	CHEN HSUEH LIANG	SATOSHI SHINZATO
SCOTT & BETH FENTON	NA LU	ELLIOT SUPERS
CHRISTINA GARDNER	CASONDRA MAILMAN	ASHLYN FILA WELCH
DR. KEVIN HUTTER	MONA ROUSSEAU	

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