

LEADERSHIP

**New Presidential
Diamond-4**

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- 104 GET INSPIRED
Sue Ann Grann

Congratulations on Reaching Presidential Diamond

Tara Bliss

ROCKINGHAM, WESTERN
AUSTRALIA, AUS



“We love the dear friends that we have made through dōTERRA and hope all take full advantage of the treasure offered here. What an honor to be a part of something truly great. Thank you, dōTERRA!”

What was the biggest hurdle you overcame on the way to Presidential Diamond?

For me, it's been a case of making peace with the aspects and passions in my life that I consciously decided to step away from temporarily while I focused on dōTERRA®.

As a longtime lover of essential oils, I recognized this revolutionary and generous business model for what it was—an absolute gift. So I dropped everything, pivoted, and ran into it, quite unapologetically, actually. (I believe this is a huge reason why people trusted me early in the game).

It wasn't all a walk in the park. When it comes to growth, tension is a necessary ingredient, and I experienced plenty of it. However, what I love about our opportunity and compensation plan is that it provides us moments to acclimate to each rank and settle into it before we say yes to the next invitation for growth.

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

I'd start with a reminder, rather than advice. It is this: You already know what to do. If you're connected to dōTERRA's in-house business training, or if you're following a leader that you admire and look up to, in terms of action, you truly already know what it is you need to do.

That aside, Presidential Diamond demands that you look inside yourself to find anything that isn't in alignment with an expansion mindset—anything that isn't aligned with the integrity and culture of this company. Maybe it's your stinking thinking? The judgment you direct at some of your leaders and collaborators? Fears of being visible and responsible for your community? (Insert your hesitations here). Every limiting belief you carry will come up for your acknowledgment and healing. Expect it. Accept it. Take it on. Lean into it. Breathe into it. And then solidify and crystallize your vision with open communication with your team, with grounded and exciting goals, with a commitment to become and remain solution-focused.

How do you balance business and family?

I am a newly separated woman. I'm thirty-one-years old. My only “child” is my beautiful golden fur-girl, Layla. The question for me isn't so much about how I balance business and family, but rather, how do I continue to prioritize things in a life that moves quickly, without a co-pilot (partner)? I'm not perfect with this. I'm still learning. But undoubtedly, delegation has been key.

I've surrounded myself with a team that is just as invested in my long-term vision as I am. I don't see or relate to these beautiful humans as merely “staff”—I see them as business partners and family. My assistant, Casey, keeps the wheels of my entire business turning when I'm traveling and in creation mode. I have a community manager, the loveliest house-cleaners, and various sub-contractors. All of these souls help lighten the load. Next on my list is a house manager (inspired by Ange Peters) and a puppy-sitter for Layla.

Self-care and reflection are important to me. Stillness gives me the clarity I seek. Solid time-blocks offline increase my efficiency. Staying in my own lane and not comparing myself to other Presidential Diamonds (which still happens!) keeps me feeling full and inspired and serving in a way that is relevant to my passions and desires.

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

Well, firstly, I think there's an invitation to all of the Presidential Diamonds reading this: Are we demonstrating stress to our beloved teams? Are we priding ourselves in our burnout, and over-working ourselves into the ground? We need to look at that. I'm conscious to model spaciousness, freedom, adventure, and contribution to my team. That's the whole point, right?

And to everyone else, I'd invite you to rewrite whatever narrative you're currently holding about Presidential. You're the author of this narrative! Put pen to paper and speak to the ways Presidential Diamond delights your life and how it inspires your dōTERRA family to continue rising. If it's all just a story—and it is!—then you get to decide the tone and the plot.

How has this business changed your life?

dōTERRA offered me an opportunity to funnel my vision for life into a vehicle that can, does, and will continue to serve more people than I ever could on my own. I love that. I appreciate that. The collaboration within my team, with corporate—and, of course, with the Earth and her oils—is incredible to me. How did I get so lucky?! I don't take my financial and time freedom lightly. With great freedom, comes great responsibility, and I'm not going anywhere. I'll be here to invite and welcome people into this world for as long as I can. 💧

Congratulations on Reaching Presidential Diamond

Corinna Barrus

CORRAL DE TIERRA, CALIFORNIA, USA



What was the biggest hurdle you overcame on the way to Presidential Diamond?

Before I was Presidential Diamond, there was a time when I was waiting to do some really big things regarding sharing my faith and humanitarian work. After some searching, I had a spiritual awakening that prompted me to do those things now, as they were part of my greater purpose, legacy, and impact. Rank, status, and finances are no longer a motivator for me. What I can do in the world, who I can help, and what I can do to inspire others was and is deeply motivating for me.

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

One of the things about Presidential Diamond that is more unique than any other rank is the need to truly lead a team of leaders. This means one cannot continue to work under the belief that it is up to one's self. I think one of the greatest challenges of Presidential Diamond is how much teamwork is involved, but it's also the greatest joy, as you get to see so many others step into their power and achieve success.

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

It's always challenging to balance business and family but, honestly, I feel that this business creates more balance than I would have in a traditional job. We're able to pick which hours we work around our family's needs. We've had the flexibility to homeschool and to take our kids traveling all over the world. I've even taken my daughter on four dōTERRA Healing Hands initiatives, to Nepal, Bolivia, and Guatemala. None of this would've been possible for us as a family without dōTERRA. That said, it is a juggling act, and I've had to call upon support at times from friends and family. I have felt stretched personally, and my family has made sacrifices. One of the best things about being a Presidential Diamond is having the income to hire help, which makes my life much easier to manage. This also helps me show up more for my team without getting depleted or overwhelmed. When I started, however, I did not have the income to do this, and I worked many, many hours to manage my family's needs and the business needs. Anything truly great in life requires sacrifice, but the sacrifices required to build this business are beyond worth it.

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?

This has actually been the least stressful rank for me because I have the income to hire the help I need. Financial abundance and time abundance allow you to pour into the things your heart and soul are calling you to do. There is so much joy and satisfaction in taking things as far as you can and seeing what you can achieve—and even more so, helping others achieve their highest potential.

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

I am motivated by the humanitarian work that I am called to do in my role as an ambassador for natural health and wellness. I am motivated to help men and women find their passion and their voice to be a force for good in the world. I am motivated by my team and seeing them truly succeed personally and professionally. And, last but not least, I am deeply motivated by the vision and mission of dōTERRA—the incredible work we do around the world with Cō-Impact Sourcing® and dōTERRA Healing Hands Foundation®.

How has this business changed your life?

My dōTERRA business has allowed me to truly become the woman I always wanted to be. It's made me grow my ability to care for and love people, and my ability to communicate and connect. My lifestyle today is unlike anything I could've



ever dreamed. We live in one of the most beautiful areas of the world—the Carmel/Monterey Bay area. We live in a home with an ocean view, my kids are going to a wonderful private school that supports them in ways they need, and I have the income now to study ballroom dance and compete, which is a dream come true for me. I've traveled all over the world and have made the most amazing friends that are really more like family. With 65,000 team members on my team, I never thought I would have this many friends who inspire me, challenge me, and help me be a better person. 💧

Malcolm & Amy Philbrick

HUTCHINSON, KANSAS, USA

STRENGTH FROM ALL SIDES

Amy Philbrick always felt that her children deserved a natural form of healthcare that she was unable to give them. When she first encountered dōTERRA® products, that intuition fueled an intense curiosity about the oils; she was ready to find a natural solution she could use with confidence on her children at home.

While she was immediately an avid product user, her thoughts about direct sales boxed her out of the success

she saw other Wellness Advocates achieving. “I thought it was a model that worked for other people but not me,” she remembers. In early 2014, however, Amy was ready to take the leap of faith, enroll as a Wellness Advocate, and begin her journey to Diamond.

In hindsight, Amy recognizes how her corporate career as an executive assistant primed her to be an effective builder. She says, “My previous job had a large focus on self-discovery through

personal strength assessments. I gained understanding into who I was and an awareness of others and where they came from.” From the beginning, Amy harnessed her unique gifts and the talents of those around her to form a powerhouse team of support and success. “My team’s strengths are endless,” she shares. “They are positive, innovative, supportive, caring, helpful, and they believe in me. All of these attributes help me become a better

person. For example, my sister, Jenny, has an innate ability to speak truth into my life. She gets me at my core and, depending on where I’m at, she is present and ready to say, ‘Hey, buck up!’ or gently quiet a rising fear in me.”

Beyond her team, Amy is anchored and empowered by her loving family. “My husband, Malcolm, is my rock,” she says. “He is always by my side, cheering me on. He cares for our children when I am teaching classes, hosting events, or giving mentor calls. We have been together since we were 16- and 17-year-olds. He understands me better than anyone, and it has been so helpful to have his support in this business. I love that man!”

Amy and Malcolm’s nine-year-old, Parker, loves to sit and study Amy’s graphical tree and learn from her about the business, while five-year-old Baylee is a natural lover of and advocate for the oils. According to Amy, “She nudges me anytime she spots a use for the oils—even if it’s her bold exclamation of how the stranger across the store needs dōTERRA On Guard® Sanitizing Mist because she just saw him wipe his nose with his hand!”

Amy’s parents, sister, and brother-in-law have also been critical supporters along the Philbrick family’s journey. In Amy’s words, “They have been outstanding cheerleaders and mentors; they don’t realize how many times their words have been the light I needed that day!”

Reflecting on her journey, Amy’s feelings are tender. “My life has changed in so many ways. My self-confidence is strong. I am able to speak to large crowds with conviction. I have strong friendships that have blessed me beyond measure. And finally, my family and I have limitless opportunities because of the lifestyle dōTERRA affords us.”

LESSONS FOR NEW BUILDERS

DAILY HABITS OF SUCCESS. “Your day-to-day tasks determine your future. If you are not consistently sampling, sharing, teaching, enrolling, and training builders, your business ends quickly.”

DO IT SCARED. “You must get out there and be vulnerable. No one does this job fear-free; we just learn how to kick that fear to the curb and say, ‘In spite of you, I will make this happen!’”

NURTURE BELIEF. “Don’t quit. With effort and time, it will happen. Strive to do more in your business, link arms with your team, and create a culture in which you all push together for a goal. Believe in yourself. Believe you are a Diamond. The Diamond mindset needs to be achieved before all else. Focus on the greater vision and don’t allow anyone or anything to discourage you.”

TURN OUTWARD. “There are so many people dealing with financial issues, people who hate their jobs, people feeling stuck in life. You have answers to so many of those issues. The dōTERRA business is an obligation to share incredible opportunity to those seeking it. Plant that seed. Answer that someone’s prayer.”



“dōTERRA is the opportunity so many people crave but don’t know exists. It allows you to dream bigger and do bigger things. This is the opportunity of a lifetime.”



Raul Ovidiu & Dr. Ioana Marginean

EUROPE

Enjoying the Essence of Life

If you attend one of Ioana’s classes, you will find her two small children and her supportive husband, Raul, at her side. Family is not only the bedrock of Ioana’s dōTERRA® business but the impetus of its growth and success.

Ioana discovered dōTERRA while pregnant with her second child and searching for a natural solution to her troubled sleep. When a friend suggested she try dōTERRA Lavender, Ioana was more than a little skeptical. “I had used essential oils before—even lavender from a local distillery— but with no success.” Despite her doubts,

Ioana was desperate for a natural solution to better sleep, so she bought a bottle, and the love affair began.

Overnight, Ioana became a passionate dōTERRA user, or, as she says, an “oil addict.” Ioana is a practicing dentist, which means her positive first impression of the oils was followed up by intensive research and extensive personal testing. “I knew then,” she says, “that dōTERRA has the purest essential oils available, and I wanted nothing else.”

Sharing the oils was the natural result of her newfound passion. Initially, her

vision was small. Ioana remembers, “I began building as a way to earn these wonderful bottles for me and my family.”

It wasn’t until she and her leaders began progressing in rank that the real opportunity for financial freedom and family flexibility of the dōTERRA business began to crystallize for Ioana. “It was then I realized that Diamond was a real possibility. So, we strategized, worked hard, and in two months we achieved it!” Now, on the other side of Diamond, Ioana’s family enjoys what they call “a truly beautiful life.” Ioana and Raul are free to devote their time and attention to what matters most—their two young children.

“When things get tough, remember your why and remember the purity in the oils. If you have chosen the oils, their purity is also in you. We are all rays of light.”



Amidst the challenges of growing their business and daily life, this husband and wife team find balance as they anchor each other and repeatedly return to the why of their business. In Ioana’s words, “It is very rewarding when you teach and speak to others about promoting healthy habits, about caring about the environment, about raising our children in a natural and close-to-nature way, about being better humans in the end. You can do it from the comfort of your home while you care for your kids. Kids need us to be around them when they grow up—they need their parents.”

Going forward, Ioana and Raul are motivated by their children, as well as their ever-growing family within the dōTERRA community. “The universe of dōTERRA is absolutely fascinating,” Ioana says. “I meet extraordinary people every day.” Sharing the oils and business she loves so much with the remarkable people she encounters along her path is the best way Ioana has found to share the light and joy her own family has found in her dōTERRA business.

TIPS FOR AMPLIFYING YOUR NEXT EVENT

- 1 Personalize each invitation.
- 2 Focus on the why of essential oils.
- 3 Explore the why of dōTERRA.
- 4 Unpack the individual interests of guests.
- 5 Share personal stories.
- 6 Select creative and community-based topics.

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



NEW dōTERRA DIAMOND

Joyce Day

BARTONVILLE, ILLINOIS, USA

A Creative Lifestyle

As a hydrogeologist, Joyce Day enjoyed a stable job with a great salary. She had the opportunity to work on meaningful environmental issues, such as water contamination, which deepened her longtime convictions as a natural health advocate and blogger. As good as her job was, it didn't allow her to do the one thing that mattered most to Joyce—spending quality time with her daughter.

When a friend invited Joyce to a dōTERRA® class, she went because she wanted to socialize with other moms. However, as she learned more about essential oils and the business behind them, she realized dōTERRA could one day allow her to quit her sixty-hour-a-week job.

First, Joyce experimented by using the oils on her co-workers. Once she saw how well they worked, she jumped

right into the business. Initially, the transition was difficult; Diamond Club travels and classes took Joyce away from home and her daughter. Despite the challenges, Joyce knew better than to be shortsighted with her goals for her business and her ultimate goal of staying home with her daughter. After a year of hard work, Joyce reached Gold and was able to quit her job. "It was a challenge, but it was worth it," she says. "It's like going back to school for a year to get your degree and have that freedom."

Now, she can stay home with her daughter when she's sick and is able to put her in private school. She hopes to hit Blue Diamond in the next year or two, which will afford her husband, Tobbias, the opportunity to come home from his job as well.

After hitting Gold, Joyce got sidetracked by other endeavors and plateaued for

two years. In 2017, she decided to get more training in basic sales techniques, and that made a big difference for her. Joyce says, "I found I was working harder than I needed to, and it felt much more challenging because I didn't have those basic skills." Once she applied these new skills, she hit Diamond right away. "The big lesson for me was not letting myself get pulled away into things that were taking away from the growth of my business, which would give me the resources to make my dreams come true."

Now, Joyce sees that her dōTERRA business has opened her up to a more creative lifestyle. "I'm not drawing; I don't paint. I'm not an artist in that way, but I live the kind of creative lifestyle where I get to decide how I want to move forward and who I want to help. It opens you up to dream and realize we can create our own lives."

THREE STEPS TO SUCCESS

1

BUILD THE SKILLSET

"Learn the skills. Look and see how you are doing in those basic areas. Keep training, practicing, and building your skill sets until you are stronger in those areas."

2

DON'T BE DISCOURAGED

"People work really hard for what feels like a long time to be successful; it's not going to happen overnight. It's not a walk in the park; it's a challenging journey. Just keep moving forward."

3

HAVE FAITH

"I rely on faith in my higher power—in God—knowing that He is in charge, and if I'm in the right place, at the right time, doing the right things, the right people will come to me, and I will be able to help them."

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

■ Rebecca Botts

PRINCETON, WEST VIRGINIA, USA

Trust & the Turning Point

While it had been nearly 15 years since Rebecca Botts had seen her high school friend and Wellness Advocate Amy Thyng, Rebecca was immediately intrigued when Amy came to her house to drop off a dōTERRA® sample. Rebecca began asking questions, and what was meant to be a short visit turned into a two-hour discussion about the power of essential oils. Amy left Rebecca with a sample of Peppermint, and after trying it for the first time, Rebecca remembers, “There was no turning back.” She had to know more.

At the time, Rebecca and her family of five were living on a tight budget that could not accommodate one more expense. However, Rebecca was compelled by what she had learned about dōTERRA, and she was willing to make some sacrifices to purchase an enrollment kit. Trusting Amy’s opinion and her own response to the oils,

Rebecca says, “I remember telling my husband, ‘I will make it back! We can cut out TV, and eat rice and beans if we need to—I really believe this will work.’”

Rebecca was right; dōTERRA did work for her and her family. Not only have the Botts been able to enjoy the benefits of essential oils in their home, but Rebecca’s hard work has built a thriving dōTERRA business. Among many things, Rebecca achieved Diamond by participating in Diamond Club, which she says helped her stay accountable and build momentum. In addition to added accountability, Rebecca loved how Diamond Club helped her build better relationships with her team. Speaking of Diamond Club, she says, “Going through this process with my team has helped all of us reach new goals. It has also given us friendship and comradery, rather than making us feel like we are alone in this.”

Along with the support of her team, Rebecca cherishes the love and encouragement she has received from her husband, Mark. He’s been by her side from the beginning of her dōTERRA journey. Rebecca calls Mark her biggest fan because of the unfailing faith he has in her and everything he has done to support her—from taking care of their children to cheering her on. Recently, he has even started helping her with the business more.

Thinking back to the first day that she tried dōTERRA Peppermint oil, Rebecca is grateful that she trusted her instincts and believed that her family’s life could be blessed by not only the oils but by the business as well. She says, “dōTERRA came into our lives at a time when we needed it the most—financially, physically, and emotionally. And I know that this is also the case for so many of the people who are now doing this with me every day.”



INSIGHTS INTO EXCELLENCE

“With the dōTERRA business, I look at it more often as a service than a sale. We have a product that addresses so many needs.”

“Most people’s top concerns are family and health. dōTERRA provides a vehicle to improve both. On top of that, I trust the company’s business structure as much as I trust the products. It’s a win-win.”

“Show up! Your belief, vision, and commitment will attract others and set the example for them to do the same.”

Tracie Roesbery

PLEASANT HILL, CALIFORNIA, USA

THE FREEDOM TO BE Flexible

“Our long-term goal is to not be tied down to our business. We want to make our business part of our life that works with our family and schedule so we can experience the life of our dreams.”

For a long time, Tracie Roesbery didn't even realize dōTERRA® was a network marketing company. Tracie and her husband, Mike, own an automotive repair shop and, as business owners, they were often approached by distributors from various companies. None of these business opportunities ever resonated with Tracie, who felt network marketing models had a negative stigma. Then, one day a friend introduced her dōTERRA. Tracie genuinely enjoyed the oils and eagerly told others about them.

Tracie's interest in the business side of dōTERRA didn't blossom until she saw an Instagram post from a friend who had reached Diamond. The post detailed the earning potential of dōTERRA leaders. Surprised, Tracie showed the post to Mike, who

exclaimed, “Why aren't you doing this?” That moment, the Roesberys took the plunge into building their own business. Once Tracie committed, she experienced remarkable momentum, and within a year she had hit Diamond.

Along with being supportive of Tracie doing the business, Mike has helped take care of their three children and assists Tracie in strategizing and sharing the business. She says, “I have a weird block about having business conversations with people. I just want to teach and connect and inspire. Mike's the one who actually executed the business approach; he reached out to leaders and good friends whom I would've been terrified to talk with about the business.”

Now, Tracie and Mike look forward to having more freedom with their time.

Along with the automotive business they inherited from Mike's parents, they own a gym and acquired a wine business with fellow family members. Tracie says, “We're excited to not only own our own business, be creative, and be our own boss, but also have flexibility to be with family, travel, and be present with our kids.”

dōTERRA has also taken the pressure off Mike and Tracie's other businesses by providing some extra income. Tracie says, “It's such a blessing. I've always wanted to do something where I felt like I was helping people and giving back, but I wasn't sure what that looked like. I felt lost up to this point. When I found this opportunity, I saw that this is what I'm meant to be doing. It's changed the course of everything.”

ADVICE FOR OVERCOMING ADVERSITY

1

“Stay consistent, even when you face challenges or roadblocks.”

2

“Have a strong sense of why you're doing this as a business.”

3

“Believe in the opportunity to help and serve people.”

4

“When in doubt, go back to the basics of teaching and enrolling.”

5

“Find business partners by showing up every day and inspiring others to do the same.”



Daniel & Isabel Calkins

FORT MILL, SOUTH CAROLINA, USA

Success through the Mess

Isabel Calkins was already a health coach when she was introduced to dōTERRA®. She believed in natural solutions; however, this was the first time she saw real results from essential oils. While she was excited about the product, she wasn't interested in the business side of dōTERRA; at the time Isabel was the family's main breadwinner, and her hands were already full with health coaching, her career as a flight attendant, and the Calkins' four adopted children.

Then, in 2014, interest in dōTERRA products brought Isabel to convention.

It was there that she realized that nothing stood between her and the success she saw other dōTERRA leaders achieving. Rank advancement and financial freedom were possible for her, too. She went home and decided to work toward Silver.

Meanwhile, after 25 years as a real estate broker and 18 years as a web-designer, Isabel's husband, Daniel, had developed an interest in network marketing opportunities. Up to this point, he mostly stayed home with the youngest child, who has social challenges. He got right onboard

with helping Isabel with her dōTERRA business and was especially helpful with the numbers. After they reached Silver and then Gold, he looked at their back office and realized they had everything in place to go straight to Diamond.

However, due to an outcrop of challenges with their children, the Calkins family's final push to Diamond took longer than anticipated. Daniel says, "Despite the struggle, we didn't quit the business because we had family problems. Everyone has those. Rather than continuing to grow at the rate we had been, we stayed where we

"Our polar opposite skill sets and strengths have been a complement to the business." *-Daniel*



were at. Thankfully, that maintenance allowed the business to pick back up again once we were able to return our energy and focus to the business." They managed to succeed, even through the difficulties and messiness of life.

Isabel is originally from the Philippines and three out of the Calkins' four adopted children are also Filipino, so naturally this family has a deep-rooted desire to extend their influence for good to the Philippines. Because of the freedom and opportunity they found through dōTERRA, they can see their dream of doing missionary work in Filipino orphanages coming true. Speaking of their business, Isabel says, "It's not about the money; it's about knowing we can impact more people. We have a love for people and a mission that is bigger than ourselves."

MENTAL HURDLES TO DIAMOND

1

OVERCOME OBSTACLES. "Fear blocks anybody from success. Overcoming that is the number one thing that can take anybody wherever they want to go in this business. We work to lead people past those obstacles to a greater vision for themselves. We pinpoint anything that may be holding them back and bust through those so they can taste the success. Anyone can do this if they don't set self-defeating limitations." *-Daniel*

2

DON'T MAKE EXCUSES. "Life is messy and it's going to get in the way. It's easier to say, it's not a good time to build a dōTERRA business because you're dealing with something. Here's the thing—even when you have life happening, you still have to go to work. You still have to show up. You can't tell your employer you're going through something so you can't make it. We took the same approach. We still showed up for dōTERRA, even though it wasn't ideal." *-Isabel*

3

BELIEVE IN YOUR MIND. "It's really about believing. All too often people get stuck in a rank because they don't think they can be Diamond." *-Isabel* "We had the Diamond mindset several months before we officially got the rank. Committing to that mindset empowered us to get the necessary skills, training, education, and experience to be Diamond." *-Daniel*

Sarah Bland-Halulko

INDIANAPOLIS, INDIANA, USA

PURPLE WHIMSIES

When freelance artist Sarah Bland-Halulko started sharing dōTERRA®, the interest in it grew quickly. She started an essential oils Instagram account, Purple Whimsies, and found in it a great creative outlet and an effective business channel.

At first, Sarah didn't believe in her potential at dōTERRA. She says, "A lot of times in my journey I was minimizing what I was actually capable of." Then, at Leadership Retreat, she saw a video for the Cancun incentive trip, and she decided to go for it! She worked hard

to not only earn the free trip for herself but also a spot for her husband, Matt. Within three months of the trip, Sarah earned her \$1,500 Power of 3 Bonus and the rank of Gold.

"My mindset completely changed," Sarah says. "I told myself, 'I can go Diamond and I'm going to do it fast.'" In just six months Sarah turned those words into reality and hit Diamond in July 2017—all because she believed.

Her husband has supported her the whole way and loves to share dōTERRA products with others. Sarah says, "We

do life together. We're 50-50 parents and share responsibility in all aspects. We're a very close family—that's our why. Quality time, loving life, together. Our identical twin daughters, Lucy and Lydia, are our everything."

Sarah is so grateful to God for this life she lives. She is now empowered to support her family, build relationships, and live the life she wants. She says, "This business has provided the freedom to live my best life. I can be that mom who is present and happy—and the freedom to be happy is a beautiful thing."

“I don't like a 'one-size-fits-all' approach. I want everybody to be who they are—to do what they do best. Be you—we've already got everyone else. Whatever makes you you—that's what people are attracted to.”

ATTRIBUTES OF ACHIEVEMENT

Grit. "I'm a firm believer in grit. Once when I was a little girl, I came home from school and showed my dad my blistered hands and told him, 'I finally did it! I made it across the monkey bars.' The day I hit Diamond, I called my parents and said the same thing, 'I did it!' It takes a lot of grit to get to Diamond. You have to be consistent and determined. You have to want it."

Grace. "In the process, you have to be filled with grace for yourself and for others and have that wash over you. There are a lot of unknowns, a lot of things you go through and learn in personal development. There needs to be grace offered and given."

Gratitude. "Be obsessively grateful in all things. I believe there's a purpose for everything. Even if you can't see the purpose in the moment, trust the process and be thankful for it all."

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



Emmy Pickering

KINGSTON, ONTARIO, CAN



NOT MEANT FOR A Mediocre LIFE

In the winter of 2016, Emmy Pickering was introduced to dōTERRA® by a long-time friend. Emmy had worked in the natural health field for many years and the use of essential oils was not a new concept to her, so she was very open to trying them. After less than a month of using the products, Emmy loved the easy, effective, natural solutions that dōTERRA essential oils provided. When she saw the impact the oils had on her family, she decided to do a little of her own research to see what the company was really about. Emmy remembers, “I fell in love with dōTERRA’s mission from the start—that was the turning point for me. My research showed that dōTERRA has the heart-lead mission of helping on a global scale, and that really spoke to me.”

Impressed with the quality of dōTERRA products, and even further impressed with the business opportunity and mission of the company, it didn’t take long before Emmy launched her own dōTERRA business. She caught the vision of how she could truly transform her life and the lives of others. When she began to understand her potential within the dōTERRA business, Emmy felt an immense excitement for this new opportunity, especially since she already loved the products and was onboard with the dōTERRA mission.

Reflecting on her decision to start her dōTERRA business, Emmy says, “I’ve never settled for a mediocre life; the status quo and

FOCUS. “The greatest advice that I can give to anybody starting their business is that you just have to put the work in and be really laser-focused on what you want on the other side of this. What is it that you are after? What kind of life are you trying to create for yourself and your family? Once you decide what it is you want, really hold that in your heart and in your mind, and then you’ll be able to come up against any obstacle and move past it with ease.”

COMMITMENT. “You are going to have those times, especially in the beginning, when you are really passionate and committed to sharing with everybody. These are the times within your business that you are going to need to dial in your commitment to moving your business along, which means having to sacrifice a little bit, and changing your life so that you can take the driver’s seat.”

GOALS. “Succeeding with your dōTERRA business is a matter of simply making the decision that you are going to do it, and then being unwavering in your commitment to that decision, understanding that everything you are doing is either moving you closer toward success or further away from it. When you spend your time or effort on something, ask yourself, ‘Is this something that is moving me toward my goal, or not?’”

mainstream were never for me, and I feel that is why this whole opportunity came to me.” Through her dōTERRA business, Emmy has been able to provide natural solutions for her own family, while impacting the lives of others who use dōTERRA products, as well as those who are building their own dōTERRA businesses. Empowering others is a major focus of Emmy’s business. She says, “I am fueled by my passion for empowering people’s intuition in their homes; I love helping them feel they can have confidence, as an advocate for their family, with solutions that are safe, effective, and natural.”

Among many things, Emmy has experienced success within her

dōTERRA business through positivity and commitment. She says, “I think that my aversion to mediocrity has been vital in helping me move forward—that, and my ability to see the best in a situation or a person. At any given moment, we lean toward negativity or positivity, and I just always try to choose the positive.” Throughout her dōTERRA journey, Emmy has found a way to turn negative situations into positive, growing experiences. When it comes to tackling business problems, she often thinks, “That didn’t go the way I wanted it to, but how can I turn this into something positive?”

Now as a dōTERRA Diamond, Emmy is even more motivated to help her

downline experience success. She remembers how she felt before using dōTERRA products, or starting her dōTERRA business, and wants to draw from her own experience to help her downline. Emmy shares, “I feel there is so much work left to do, and I want to keep offering hope to people, I know what it is like to feel helpless and in need of solutions.”

As she continues to build a successful dōTERRA business and provide natural solutions for her family through dōTERRA products, Emmy can live the life of her dreams. She believes that the heart-lead mission of dōTERRA will allow her to never settle for a mediocre life—a rule that she always tries to live by.



Chance & Jennifer Scoggins

FRANKLIN, TENNESSEE, USA

When Jennifer Scoggins was first invited to a dōTERRA® class, she had the best intentions of going but never made it. Her close friend, a Wellness Advocate, continued to invite her to classes for the next six months, until Jennifer decided that she should host a class herself to make sure she would show up. After hosting her first dōTERRA class, Jennifer enrolled, along with a few of her good friends, but didn't have any interest in pursuing the business. Over the next few months of repeated positive experiences, Jennifer and her friends began to fall in love with the dōTERRA products. Each time Jennifer and her friends discovered how well a product worked for them or their family, they would text each other to share their experiences and their excitement.

After roughly nine months of using and sharing dōTERRA products, Jennifer began to feel a shift in her dōTERRA journey. As someone who naturally shares the products or services she likes, Jennifer had no trouble enrolling people; however, she realized that she was not putting forth

an intentional effort to build a business with dōTERRA. Once she discovered all that the dōTERRA business could offer her and her family, she decided to get serious about her building strategy.

Jennifer's husband, Chance, has worked in the music industry for 20 years in Nashville, and both he and Jennifer knew what it was like to run a business. Chance remembers, "When we dug a little deeper to see how the business is set up and how the compensation plan works, we realized this business is clean. dōTERRA has such integrity; they are doing things in the world that we believe in, and it felt like a good partnership. At that point, we moved forward really confidently."

Because of her natural inclination to share the products, Jennifer experienced a lot of success once she committed herself to growing her team. However, as she got close to working toward Diamond, she hit a roadblock. Jennifer says, "I intentionally avoided Diamond for about nine months because it felt like too big of a spotlight. I know that some people get excited

about that, but I didn't want to be in the spotlight." After some reflection, Jennifer realized how powerful it would be for her team to watch her reach Diamond and committed herself to taking the next step.

Jennifer and Chance have enjoyed working together and supporting each other as they have experienced success. While Chance still has his own job outside of dōTERRA, he loves to talk to people about the oils. He is constantly telling people about the power of essential oils and referring them to his wife for more information. Chance says, "I have no problem sharing the business and sharing the oils. I'm more of a mouthpiece, but Jennifer is the heartbeat of this business."

After reaching Diamond, Jennifer feels more motivated than ever to help uplift and encourage her team. She says, "I want to help empower women in business to become who they were made to be because I know this business is a vehicle for that. I have the chance to watch these women grow and become proud of themselves."



THE MOUTHPIECE AND THE HEARTBEAT

"As entrepreneurs, we've owned several of our own businesses. We know what it looks like to wear the marketing hat, and the accounting hat, and the distribution hat. I thought to myself, 'So, dōTERRA is going to give me a website, and maintain it, and update it? And provide products, marketing, research, and development? Someone else is going to do all of that, and all I have to do is share these products and enroll people? And I'm going to get products on top of that? That is the craziest deal ever!' So, then I started thinking, I might be an idiot if I don't do this." —Jennifer

"As a husband, it was really sweet for me to watch my wife become more than she knew she was. When she took on dōTERRA, I got to watch her find leadership skills, business-building skills, and a piece of her heart and a piece of her passion that just wasn't there before." —Chance

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Matthew & Avasa Love

LOS ANGELES, CALIFORNIA, USA

Heart and Vision

Matthew and Avasa Love had multiple close friends who were dōTERRA® Wellness Advocates. While they loved the essential oils, the Loves were skeptical of the business being a pyramid scheme. They say, “We also had an attachment to the image of who we were as artists and spiritual seekers and what that should look like—marked by scarcity and the ‘starving artist’ mentality.”

They had been waiting tables at restaurants their entire marriage to support their artistic and spiritual passions. Finally, they opened their minds to see that the dōTERRA business opportunity could be a better way to support their lifestyle and enable them to become philanthropists. “It is a vastly wiser investment of our time and resources than a job that pays an hourly wage,” say the Loves.

Matthew and Avasa began the business as “equally inspired partners.” Avasa’s strengths are in learning and presenting, while Matthew is more involved in recruiting and strategy. They built their business almost entirely independent of their direct upline. They say, “We have had the gift of taking full ownership of our challenges and successes, and it’s given us the space to create the team environment we envision.” Self-reliance allowed them to demonstrate to others that it isn’t essential to have upline support to succeed, because all the leaders in dōTERRA give their support and knowledge freely to everyone.

Inspiring their own downline is important to them, and they do so by radiating faith and confidence in them. “We listen to their hearts’ longing so that when they are in doubt we can remind them of their why,” say

Avasa and Matthew. “We don’t give up on them, so they don’t give up on themselves. While mentoring them, we stay focused on their goals and try not to put our personal desires before theirs. There is so much power to the mindset of positivity, faith, and non-attachment.”

Now, Matthew and Avasa want everyone on their team to have the freedom they are experiencing. “We look forward to all of the philanthropic endeavors that will be possible when we are Blue Diamond and Presidential Diamond, especially working for the preservation of the indigenous communities. As well, we are so grateful to continue to offer our music to the world with unlimited creative freedom. Thank you, dōTERRA, for being an extraordinary vehicle for our hearts’ vision.”

TIPS FOR NEW BUILDERS

- “Your dōTERRA business is built upon one small heartfelt action and connection at a time.”
- “Treat your business like a brave experiment. Find courage in your soul to act before you know everything.”
- “Embody humility to learn from those who have walked before you, and confidence to find your own authentic expression.”
- “Never give up. Don’t lose faith. Keep going. Around the corner of every disappointment is the next big leap.”



Chris & Renee Novello

ROUND HILL, VIRGINIA, USA

Empowering Others to Achieve

In 2013, Renee Novello's name was pulled in a raffle drawing—a stroke of luck that proved to alter the course of the Novello family's future. The raffle prize? dōTERRA® products and the discovery of an exciting new lifestyle.

Before using dōTERRA products, Renee admits that, while she always thought essential oils smelled nice, she wasn't aware of the real health and wellness benefits they offered. After experiencing the dōTERRA difference, Renee connected with a Wellness Advocate, who introduced her to the business opportunity.

Initially, Renee and her husband were leery of the offer to become builders because of their past struggles in network marketing. It had only been a year since the Novellos filed bankruptcy after sacrificing everything and moving across the country in hopes of succeeding with a different network marketing company. Renee says, "Bankruptcy was a horrible ordeal for us on all levels. However, when the dōTERRA opportunity came, I felt like I was finally in a good place again—a place of stability and ability. My husband and I just decided to put our heads down and work with the resolution that we would never be in that situation again."

Relatively quickly, Renee realized her potential for success as a builder was inevitable because she was sharing a product in which she genuinely believed. While success with her other network marketing company never came to fruition, Renee had never given up on the network marketing model. She felt her previous business venture had been missing a quality product, which she found in dōTERRA.

After some initial building, Renee's business reached a crossroads of sorts. It was then she realized that in many aspects of her business, she had taken her hands off the wheel. Reaching for Diamond would demand recommitment and active engagement with her team again. Renee reevaluated her motivation for pursuing the business and realized that she did not want to take anything for granted. This new appreciation started her on the road to Diamond. Renee reconnected with her team, returned to the basics, and allowed herself to be vulnerable. Most of all, she focused on acting the way she thought a leader should act in order to lead her team.

Together with her husband and family, Renee decided to make the most of her experience on the road to Diamond. Reflecting on their journey, she says, "We never wanted this to take so long that it would be like a slow drain on our family—we wanted to take massive action, to jump in, and to have the whole family on board."

Among several motivating factors, Renee worked to achieve Diamond in hopes of setting an example for her downline. Speaking about her team, she says, "When I started this business, I was genuinely wanting to educate people and share the oils, but the fulfillment of connection and community with smart, savvy women has been the gift within the gift and something I didn't even realize was going to be part of the picture."

"I love what I get to do. I feel genuinely excited to wake up every day and get into it. This business anchors me to a purpose that is bigger than myself."



3 PRACTICES FOR POSITIVE GROWTH

ALIGNING. "My advice would be to get really clear and grounded in how you align with this business. Decide that as early as possible. We all come into this with baggage and different perceptions, so it is important to be really clear about the opportunity, about what it is, and about what it isn't. And then just get excited."

ACTING LIKE A LEADER. "I just decided to act like a leader—I decided to act as if I was already Diamond. So much of leadership has nothing to do with rank; it is just setting an example and modeling behavior. It is consistency."

OVERCOMING FEAR. "In the beginning, I was so dialed into the vision of what I was stepping into with my dōTERRA business. And that was coupled with complete fear. I think the fear is actually a good sign—if something scares you a little bit, that's a good sign because it is actually going to invigorate you and stretch you to grow in your life."

Chloe Hilton-Clow

TYERS, VICTORIA, CANADA

The Abundant Life

As Chloe puts it, “divine timing” led her to her upline, Tara Bliss. As a beauty therapist, Chloe had been approached by many direct sales companies in the industry; however, none of the products aligned with her values, passions, and lifestyle. Then Chloe discovered some bottles of dōTERRA® essential oils and she was hooked.

Initially, it was the product that captivated Chloe. Her background in natural health, beauty, and pharmacy had given her the foundational knowledge to recognize the purity and power of dōTERRA oils. But after a few months of enjoying the products, Chloe’s enthusiasm for the product overflowed into natural sharing opportunities, and soon she felt her interest shifting to the business opportunity.

While Chloe is now encircled by her supportive partner, children, and friends, it took time for people to catch her vision of what was possible with the business. Speaking of her partner, Chloe says, “It took a lot of convincing, but now he is a key member of my

support system. It’s been so beautiful watching him finally embrace and understand the importance of my dōTERRA journey, both professionally and personally.”

Chloe’s children also appreciate the beauty of the business. “Oh, my kids are obsessed with the oils!” Chloe shares. “Although I have an abundance of oils in our family collection, they still request their own. They have their favorites, and they probably know as much about them as I do!”

Beyond the encouragement of her family, Chloe deeply values the friendship and support of her friends. Her mother and best friend have been constant sources of love and positivity in Chloe’s life. Likewise, dōTERRA has introduced to her new life-long relationships. “My upline, Tara Bliss, has been such a stable support for me. Her mentoring and friendship pulled me through some tough times, for which I am so grateful!” Some of Chloe’s most precious friendships are found in her team and crossline. “Each one is amazing and brings something unique

to the table. We learn from each other and grow together as a collective.”

Looking into the future, Chloe finds her motivation to keep building in the tangible impact she can have for good. Whether it’s the product impacting the lives of users, the business blessing the lives of builders, or the dōTERRA Healing Hands Foundation® and Co-Impact Sourcing® humanitarian efforts, Chloe is proud to be a part of a company that affects positive change, health, and happiness.

Chloe is clear about her why. “I aim to create the life I dream of and deserve. I want to show my children that they can do the same; they don’t have to conform to the nine-to-five paradigm. I want to be abundant and prosperous so I can freely give from the overflow of my success. To create real change in the world with that abundance brings me so much joy, and I remain committed to empowering women. They have the power to break traditional molds and challenge limiting belief systems. I am here to show them how.”

“dōTERRA has changed my life in more ways than I could ever express in words. It has enriched my life with financial freedom, time freedom, and incredible relationships. Saying yes to dōTERRA was hands down the best decision I have ever made!”

FOCUS IN ON FUNDAMENTALS

“Spend time familiarizing yourself with the compensation plan. All the tips for success are there! It’s important to understand that information before you jump into building.”

“Personalize the individual interactions you have. Whether it is following up after sharing a sample or inviting someone to an event, allow your intuition to guide you to the best way to start the conversation.”

“Remember your why. There will be good and bad days, but if you hold to your dreams and keep moving forward with passion, the hard days will pay off tenfold! dōTERRA has a magic way of calling out the very best in you.”



Anthony & Alison Bartolo

BANYO, QUEENSLAND, AUS

HEALTHY MUNCHKINS

Family has been the driving force behind Anthony and Alison's uphill climb to Diamond. In fact, the couple's children insisted on walking the Diamond carpet with their parents because they are "a Diamond family." Alison will attest that her little "munchkins" are integral to the business. "They help create videos for social media," she says, "and they keep us on track with our manifestations and affirmations taped to our bathroom mirror. Nothing keeps you accountable quite like a nine-year-old brimming with belief in you."

However, the Bartolos' success as builders came in the wake of Alison's internal struggle with network marketing. Alison and her family loved the oils but, in her own words, "The idea of selling to my friends felt so uncomfortable that even when friends approached me to buy a product, I would feel embarrassed and instead give the oils away!"

The critical moment came one day when she realized that beneath the fear of sharing a product was a powerful, soulful why. "My purpose," Alison explains, "is to play an integral role in the global shift towards true wellness, and once I figured that out, I've been empowered to move

forward. It feels incredible to have such a purpose, to so easily actualize it, and to be financially rewarded in the process."

Until last April, the Bartolos owned a café. "We loved it; we really did," Alison recalls. "For seven years we put everything we had into it—financially, logistically, emotionally." However, as she and Anthony forecasted increasing wages, sky-rocketing rent, overhead, product costs, and growing competition, the family wondered if the future they envisioned could ever be realized. So, with tested trust in the product and faith in the company, the couple considered taking the leap into building. "Looking at the dōTERRA® compensation plan and seeing the success of others, we knew that with time and our grit, we could create the life we wanted."

After balancing the café, family, and a growing oil business, the Bartolos faced a turning point in their family's future. "When Diamond was in sight and the time was right, we sold our business and committed to full-time focus on supporting our vibrant tribe of oil-lovers and fellow builders," says Alison. With their children in mind, they called their new venture, "Healthy Munchkins."

Now the Bartolo family has expanded to include that tribe of associates. Alison explains, "Diamond isn't just about our little family. You can't achieve it without amazing individuals on every side. Our team is filled with avid oil lovers, authentic sharers, and inspiring leaders—each plays a critical role."

In the months leading up to hitting Diamond, Alison and Anthony's team executed a strategy that was nothing short of epic. Alison explains, "We launched several huge initiatives simultaneously and, in hindsight, it was way too much! Our team leaders are each time-poor—students, mothers, full-time employees at other jobs, business owners, shift workers, etc.—but each of them readily and valuably contributed with such grace. We just feel so full of gratitude to be supported by remarkable leaders."

Their dōTERRA business has given Anthony and Alison freedom to live the family-centric life they have always wanted. "We are so grateful to be truly living and loving our life and for having the time and freedom to enjoy our children while they are still little munchkins."



"Nothing keeps you accountable quite like a nine-year-old brimming with belief in you."

FIGHT FEAR

"Building a dōTERRA business isn't easy. It's simple, but it's not easy. Whatever lesson you're meant to be learning in life, your dōTERRA business will magnify it and throw it in your face, so you are forced to grow as a person and come out stronger on the other side! It's much like being a first-time parent—each age/rank comes with new challenges, experiences, and utter joys!"

"I had paralyzing fears and blocks about every aspect of the business. However, we decided to take it on, and the more we learned about the oils, the company, the people, and the impact, the clearer it became that what initially seemed logistically difficult was part of something so much more relevant and meaningful than we even realized."

Amy Huffman

HAGERSTOWN, MARYLAND, USA

TRUE FREEDOM

When Amy Huffman attended a dōTERRA® class, she had no idea how potent and powerful essential oils really were. The class sparked her curiosity, and she went home and buried herself in research about the best essential oils companies and what goes into producing high-quality essential oils. Amy subsequently concluded that dōTERRA has the purest products for natural health. She says, "I felt tremendous peace that essential oils were truly the answer for me and my family."

When she started her dōTERRA business, Amy experienced immediate success, hitting Gold within just a few months. However, after this milestone, she quickly began feeling overwhelmed and nearly gave up the business altogether. Because she felt that her dōTERRA business allowed her to

fulfill her life's calling of helping others, however, Amy knew she couldn't give it up. "It's exciting to wake up each day and wonder what testimonies I will hear, who I will meet, or how I will be able to touch someone else's life that day," she says.

Along with several business strategies, Amy achieved Diamond after participating in Diamond Club. On the road to Diamond, she felt immense support from her team and enjoyed offering them support in return. Additionally, her family offered their support and encouragement.

While her husband Scott does not participate in the business, Amy knows that she could not accomplish her business goals without him and the rest of the family. Amy loves having her daughter, Alyssa Sanders, as a Silver

Leader on her team because the two work closely on a regular basis. The business has helped them grow closer as they daily support each other.

For Amy, her dōTERRA business is very much a lifestyle. Her children and grandchildren all use the products, her husband helps support her business and cheers her on, and they all enjoy the benefits that essential oils have brought into their lives.

When speaking of the opportunities that her business has afforded her, Amy says, "I believe we have an opportunity to be a part of the best business in the world! We are blessed to be a part of revolutionizing healthcare, offering hope, and sharing love. In the process, we can also achieve true freedom. Who doesn't want to be a part of that?"



REFLECTING ON THE JOURNEY

"I now have beautiful, lifelong friendships, and I'm living a purposeful, thriving life! My dōTERRA business has given me freedom in so many ways—freedom to love, to give, to travel, and to serve."

"Every single experience that I've had perfectly prepared me for being a person who absolutely treasures loving and serving others, rejoicing in their success."

"After nearly giving up, I chose to keep going. This is my life's calling and purpose."

■ Tim & Carrie Bradley

WELLSBORO, PENNSYLVANIA, USA



A Teacher at Heart

Carrie said no to the dōTERRA® business the first few times. As the daughter of a brick-and-mortar businessman, Carrie had her opinions about direct sales. “What’s more,” she told herself, “I don’t have time for that!” Carrie and Tim were busy. With a master’s degree in linguistics, Carrie was teaching high school Spanish, while Tim worked as an executive chef. When they weren’t at work, they were carving out time to spend with their daughters, Leah and Claire. Up to this point in their journey, they had only thought of themselves as product users.

Carrie was led to dōTERRA products through her seemingly endless search for an effective solution to her daughter’s seasonal threats. She remembers, “I was a skeptic and didn’t believe that it would work, but I wanted to be able to check off the box.” The results, however, spoke for themselves and soon the Bradley’s were avid users.

After turning down repeated invitations to join the business, Carrie realized she had never even been to a class, so—with encouragement from her future upline—she decided to host one. An educator at heart, Carrie was surprised by dōTERRA’s core focus on education. “In this business, I am not asked to sell; the oils sell themselves! My role is to inform, teach, and guide! dōTERRA is the ultimate venue for anyone who wants to teach!”

Carrie’s first class was well attended, and near the end of the event, Carrie’s upline turned to her and said, “I really want you to think about doing this as a business. I just need to know by the end of the class whether I am enrolling these

people, or if you are.” By now Carrie was primed to take the leap, and so, with the support of Tim, she signed on as a builder and enrolled 11 people that night. After one class, she was Elite and on fire about her potential to succeed.

With many milestones behind her, Carrie looks back on her path to Diamond with deep gratitude to her support system. “Tim is my number one. He has been my support at home and in the process has taken on many additional responsibilities. Our nearest family was 800 miles away, but he could see I had a passion developing in this business, so he stepped up to help make it happen. He cheered me on and held me accountable at the end of each month.”

Her friends in the business have also offered constant support and encouragement. “Stephanie, my upline, has been a great help, as have my go-to leaders, Mallory, Tiffany, and Rachel.” Beyond her friends and family, Carrie says her strong faith in God has carried her through the difficult times and soul-stretching growth she’s experienced on this journey.

Now the Bradley family is empowered to create the life they had always dreamed of. “We were able to move back closer to family, which changed the landscape of our children’s lives. That would not have happened if not for dōTERRA.” With the exception of the mortgage on their new home, Tim and Carrie are completely debt-free and thrilled about the freedom it affords them. As Carrie puts it, “We are free to turn outward and focus our efforts on contributing to our community. There is nothing sweeter.”

ADVICE FOR ADVANCEMENT

NO EXCUSES MENTALITY

“Leaving my job to do this full time was scary, but for me, it crystallized that I had to give this 100 percent of my effort. Going back to what life was before just wasn’t an option.”

RETURN TO YOUR WHY

“Everybody has their own story and they chart their own unique path. Stay focused on your vision, your why. You can be the author of your own story and achieve your dreams.”

FAIL TO PLAN, PLAN TO FAIL

“Month after month I do my rank worksheet and I do my Power of 3. Consistently doing this is key to intentional growth.”

CONFIDENCE

“Read Essential Leadership magazine and see the other builders who are doing it. Seek inspiration—that builds confidence. We all have the potential for success, but we need to seek opportunities to unleash it.”

“If you are striving to hit Diamond, get going. Work with the leaders you have. Continue to ride the wave, even when it’s looking grim. This will inspire your team to do the same, and with that concentrated positivity and grit, there is nothing your business can’t achieve.”



Johnny & Gail Williams

HENDERSONVILLE, TENNESSEE, USA

Fueled by Passion

“The answer was simple. dōTERRA products worked faster, smelled far better, and required less oil to produce results than the other brands I tried.”



her home and decided to take a more natural approach. Her daughter then connected her with someone who was using dōTERRA products, thinking that her mom would be interested in what the oils could offer. Once Gail realized that essential oils had such a wide variety of uses, she decided to give them a try; however, she was prepared to put the oils to the test to make sure they were the right thing for her and her family.

In the beginning, Gail admits that she tried other essential oil brands so she could formulate her own opinions about the best oils to use in her household. After testing the competitors, Gail found that she appreciated not only the quality of dōTERRA products, but she felt that dōTERRA had integrity as a company, and represented a mission that aligned with her personal values and vision.

Remembering some of her early experiences with dōTERRA products, Gail says, “The answer was simple: dōTERRA products worked faster, smelled far better, and required less oil to produce results than the other brands I tried.”

After discovering how much she enjoyed the oils, Gail decided to enroll a few people, in hopes of paying for her oils and maybe making a little

When Gail Williams was introduced to dōTERRA® essential oils, she wasn't anticipating her lifestyle and perspective would change so completely;

she was simply looking for some natural solutions for her home and family. Gail had recently become more conscious about the products she was using in

DIAMOND WISDOM

WHEN FOLLOWING UP: “Fortune is in the follow-up, right? If you don't follow up, you are throwing away that person's chance to change not only their own life but the many lives that they can potentially touch. Always touch base with the person by giving them a tip, or just say hello within a couple of days of the first contact. Then, always leave them with a question to answer so you can continue the communication.”

WHEN BUILDING RELATIONSHIPS: “It's not about you, not about your abilities, and definitely not about the 'sale.' It is, however, all about the other person. It's about helping others. Let them talk. Let them tell you what they need and want. We have the answers!”

WHEN THINGS GET OVERWHELMING: “Never give up! There will be times when it looks like you are going to crash, and you will want to give up. Don't! Usually, the very next day your perspective can change, and you'll have a completely different outlook. Before you quit, just take a breath.”

extra money. At the time, she had no intention of jumping into the business or starting a new career. She remembers, “At our ages, starting a new career was the farthest thing from our minds, but it didn't take long to realize what a gold mine we had stumbled into.”

Because she was a product user first, Gail didn't view the dōTERRA business from a sales standpoint but, rather, as an education venue. She was thrilled to be teaching people about the potential benefits of essential oils and how they could be used to transform wellness within the home. With Gail's passion for people fueling her efforts, becoming a builder was not about making sales but about serving and helping others. It is upon this foundation that she built a strong, thriving business.

Today, Gail and Johnny are working side by side. Gail calls Johnny the “front man” of their business because he can connect with and relate to others easily, while she refers to herself as a “whirlwind” because she is constantly moving, sweeping people up in her realm of influence. Gail loves to brainstorm new ideas for the business and is constantly sharing the power and purity of the oils with everyone she meets. Together, the Williamses



have worked to build a business they are proud of. Gail says, “We recommend the dōTERRA business opportunity to others, because it is literally life changing. We often say that

dōTERRA is a personal development company wrapped up in an essential oil company. The truth of that statement is evident by the beauty we now enjoy in our lives.”

Kevin & Keshia Sheets

RIFLE, COLORADO, USA

LOVE OVER FEAR

Keshia Sheets had been selling real estate for 10 years when she attended a dōTERRA® event, hosted by her mother. After her initial introduction to the products, Keshia was skeptical; she thought that essential oils could not possibly be useful or effective. For the next few months, Keshia used essential oils in hopes of proving to her mom and others that these products were not a viable option for promoting wellness. To her surprise, Keshia's firsthand

experience proved her wrong, and she could no longer deny the oils' efficacy and power.

After discovering how useful essential oils could actually be in her life, Keshia reconnected with some of the Wellness Advocates from her first dōTERRA event and jumped into building. Although it took nearly 18 months for her to come around to the idea of sharing dōTERRA products, Keshia is grateful that she put the products

and company to the test. She felt at peace as she decided to hang up her real estate license and direct all of her attention, time, and energy toward her new business.

While she had a passion for sharing and using dōTERRA products, things were not always easy for Keshia as she worked to build her business. Through the ups and downs, her upline guided her and helped her to stay positive. Before reaching Diamond, Keshia had

some doubts, many of which were quieted after meeting dōTERRA executive Emily Wright. She remembers, "I had the privilege to have dinner with Emily, and she challenged me to hit Diamond. I told her my fear of moving to Diamond, and she looked at me and said, 'Your purpose is to help change lives. Because of your fear, you are holding yourself back.' That was life-changing for me."

With newfound confidence in her ability to reach Diamond, Keshia put everything she had into her business. She integrated the dōTERRA business into her family's lifestyle—scheduling her classes around her son's baseball schedule and her daughter's piano lessons. With the strong support of her husband, Kevin, who now stays at home to help her with the dōTERRA business, Keshia is always working to maintain a balance between family life and her business. She says, "We really have made it a family ordeal. I never wanted my kids to resent dōTERRA because Mom was so busy; I wanted them to love dōTERRA because of the good that we are doing."

After overcoming her skepticism, fears, and other challenges, Keshia has felt the rewarding feelings that have come from working hard to build her business. She says, "A lot of the things that we get involved in, whether it be corporate America or the everyday hustle and bustle, close us off from other people. One thing that this business has done for me is that it has humbled me; it has helped me recognize the beauty in other people."

Through the connections she has made with dōTERRA, Keshia now knows what it is like to make a difference in the lives of others. When thinking of her motivation for building her business, she says, "What motivates me is changing people's lives. I truly believe that we are all called to love, and serve, and help one another. And I never would have done that by selling real estate."



REACHING DIAMOND

Powerful thinking. "If you can just look in the mirror every day and say, 'I'm a Diamond. This is going to work,' there is a lot of power in that. There is power in what we think."

Putting in the work. "The beautiful thing about this business is, the more you put into it and the more you believe in it, the more you will get out of it. You can work another job for 40 hours a week, work your tail off, and you are still going to earn the exact same amount. With dōTERRA, it is different. I realized that if I work, I'm going to be rewarded."

Becoming a leader. "We always say, 'Never quit on a bad day.' The moments when I wanted to quit have made me a better leader. I have learned from the opposition and the criticism, and have grown so much through being a leader in dōTERRA. I have become a better leader, a better person, and I know I will continue to grow."



Myra Quinn

AUSTIN, TEXAS, USA



COURAGE TO GROW

Myra Quinn was a neonatal nurse for over 13 years when she was first introduced to dōTERRA®. She loved teaching new moms how to best care for their new babies. She was always open to homeopathic health solutions but had never been satisfied with those options until she found dōTERRA products. Myra knew instantly that essential oils were an answer to health concerns for her family.

In the beginning, Myra continued to work as a nurse and build her business at the same time. She faced some challenges at first. She explains, “I had no sales experience or training and didn’t think I could sell anything.” But, she soon realized that being a nurse prepared her for building her dōTERRA business in an unexpected way. Teaching new moms how to care for their babies also prepared her to teach classes and share oils without feeling like a salesperson.

She says, “My favorite part of being a nurse was instructing the new moms.

I loved being able to make them feel supported and empowered. But, while I went into nursing to help people, I felt burnt out, due to long hours and stress. I dreamed of a job in the wellness field where I could help others while still providing for my family. With my dōTERRA business, I get to educate, support, and empower my customers, as well as my team.” Eventually, after the birth of her third child, Myra decided to go full time with dōTERRA and focus on her business.

Myra has always been passionate about empowering women. Her why is reflective of the fact that she wants to help women reach their full potential. She says, “I am passionate about helping women make positive changes in their lives. Whether it is using the oils for emotional or physical support, or helping them create extra income, I want them to know that they have the power to change their situation.” For this reason, Myra decided she wanted to become a leader with dōTERRA.

When it comes to growing and encouraging her own team, Myra focuses on personal development. Her advice? Take the time to have real conversations with yourself about what your goals are. She says, “Don’t compare yourself to others. If you aren’t happy with your current situation, ask yourself what you are going to do to change it, then do it—even though it is scary.”

“With this business, you need to show up every day and take action, even when you don’t feel like it. If you are not getting the results you want, it probably means something needs to change. If your goal is to be a leader in dōTERRA, it’s important to treat it like a job instead of a hobby.”



WORDS OF ADVICE

FACE YOUR FEARS. “Are you afraid of teaching a class or doing something that you know would help your business? I recommend that you put on some calming oils and do it anyway.”

TACKLE PROBLEMS HEAD-ON. “When I arrived at the hospital for my first shift as a nurse, I was beyond scared. I showed up and did it anyway because I had no choice. In time, it became much more comfortable. With this business, you need to show up every day and take action.”

LET GO OF THE EXCUSES. “Do you have a stressful job? Problems in your personal life? Are you pregnant, having a baby, or ‘too busy’ with your kids? These could all be excuses that hold you back from your goals or motivation to keep going and achieve your goals.”



Cory & Stephanie Newton

SARATOGA SPRINGS, UTAH, USA

“Cory and I definitely work really well together since we have totally different strengths, but we’ve also realized we need to have our own place, our own identity—to not just do this business together, but to do many different things.”

When Stephanie Newton was introduced to dōTERRA®, she loved how the essential oils helped her family, and she started sharing them with others; however, her team grew slowly. As a full-time volleyball coach, Stephanie wasn’t putting a lot of effort into the business. Then, her family moved seven hours away to a small town in Idaho where Stephanie didn’t know anyone. In an effort to meet people, she started holding dōTERRA classes. Word spread like wildfire, and before long the whole town was using the essential oils.

Through moves to California and now to Utah, Stephanie has realized the importance of stepping out of her comfort zone. She and her husband, Cory, love to try new things and

are always going after the dōTERRA business from different angles. They strive to be creative problem-solvers rather than giving up. She says, “Sometimes people have great visions and goals but don’t take action. They make excuses. We take responsibility and work harder.”

Stephanie has had many justifications to make excuses. She walked as Silver at convention while nine months pregnant and having contractions. She did Diamond Club with a brand new baby and three other children. She says, “I’ve seen every excuse you can have. I overcome them and make it work rather than letting them tear me down. Pushing through those obstacles makes us so much stronger and better

leaders and people. It’s the refiner’s fire you need to be able to rise above as a leader in dōTERRA.”

Now, Stephanie and Cory have the freedom to follow their passions in life. Cory has always been involved in athletics and education; now, they don’t have to rely on a teacher’s salary and he’s able to volunteer his time as a baseball coach. Stephanie was recently certified as a yoga instructor and enjoys taking advantage of every opportunity she has to help people. She says, “This opportunity with dōTERRA has allowed me to realize my potential and to live life at full capacity. We can literally change the world and make an impact, starting with ourselves.”



OVERCOME EXCUSES

CHANGE THE WORLD

SEE THE CHANGE YOU CAN MAKE

“A lot of people get stuck going through the motions. They don’t have a greater good, a larger purpose, or goals guiding them. They’re just trying to get through the next day. We all need to open up our minds to see we can change the world.”

CHANGE YOURSELF, THEN OTHERS

“Through this experience, we can be the best version of ourselves by understanding how to take care of ourselves and our families and then going beyond that to communities all over the world, offering them hope.”

SPREAD ABUNDANCE

“We get to have all these connections with people we love, and we get to serve and help and give hope. That’s abundance to me; it’s not about making money. That drives me to serve people, to tell them that they matter and that they can rise above whatever they’re going through.”

SHARE THE LIGHT YOU HAVE

“I love lighting this flame inside of people and letting it grow. Your light is bright. Share it with everyone around you. People are drawn to that light. Ignite it in people with this hope you have.”

Lacey Chalfant

LAKE HAVASU CITY, ARIZONA, USA

SUCCESS, SECURITY, & SERVICE

“Be persistent, set achievable goals, figure out all the steps it takes to achieve each goal, and develop the skills needed to get there.”

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When Lacey was first introduced to dōTERRA®, she knew she had found the right fit for her personal health. After seeing her friend Judy Antal use oils, she knew she was intrigued by the idea of natural health solutions. She loved the changes she saw in herself, not only physically but emotionally as well. Lacey and her family started using oils daily and immediately fell in love with them.

At first, Lacey had no interest in the business side of dōTERRA. She simply loved the products and enjoyed what they were doing for her health. It was only after her husband, Earl, encouraged her to look into the business opportunity that she decided she wanted to sell oils. Earl recognized dōTERRA as an amazing opportunity,

with quality products that Lacey was already passionate about.

Lacey started her business with no previous experience in network marketing, and she set out to learn all she could before starting. Education about the business and the products are immensely important to Lacey. She says, “Never stop educating yourself and learning. Study the oils and the business, and work on your personal development. Learn both from personal experiences and from the experience of others.”

Lacey also works hard to educate everyone around her about dōTERRA products. She says, “We do a weekly class on different topics. Education is so important. People need to learn how to use these oils effectively. I have a Facebook group where we teach classes online and provide information. It allows us to have a safe place to answer questions. I also love to get my customers and leaders involved.”

Finding numerous ways to include people from different audiences has helped Lacey reach many people.

For Lacey, her motivation has always been her family. In 2009, during the economic downturn, she lost her home. Lacey and her family were completely devastated. She is grateful that now she is able to provide for her kids. She and her husband have been able to purchase a new home and travel as a family.

Lacey is grateful for the opportunity dōTERRA provides, and she uses this opportunity to serve others. She says, “When I share the oils, I do so with the intent of blessing their lives. I have never felt like I’ve been pushy or ‘salesy.’ Our health is too important not to invest in it. Just get started and share the products. You do not need to know everything when you first start out. If your heart is in the right place, people will know. Focus on service and your team will grow.”



TOP THREE TIPS

NEVER STOP LEARNING

“Study the oils, study the business, and study yourself. Learn from personal experiences and learn from other people’s experiences. Learn the compensation plan inside and out. If you do not know how to get to your next goal, you will not get there. You will not be able to mentor your team if you do not know what you are doing.”

DO NOT BECOME COMPLACENT.

“Keep enrolling and teaching classes. It creates an energy within your team. Create personal relationships with both your leaders and customers. Love and serve people. Focus on them and listen to their needs. Help leaders and their teams reach their goals, and they will help you achieve your goals.”

FOCUS ON SERVICE.

“You do not need to know everything when you first start out. If your heart is in the right place, people will know. Share your oils freely and generously. Be a product of the product. Listen to people’s needs and find a way to help them.”



Scott & Rachel Sirota

ORANGEBURG, NEW YORK, USA



FORWARD FAMILY

Rachel Sirota is hardwired to learn and teach. Trained as an art historian, Rachel worked at the Smithsonian and the Guggenheim museums educating and training people in her field of passion. Her first encounter with oils was a post from a blogger Rachel followed. Rachel was expecting twins at the time, and the blogger's experience with oils in the home intrigued Rachel, who had health questions on the brain. She shared, "I wanted better tools to keep myself and my family healthy naturally as

we headed in to the winter season. From what I was learning, essential oils would be a valuable piece of that puzzle."

The blog post had her attention, but Rachel wanted to learn more. "I really knew nothing about oils, dōTERRA®, or network marketing at the time, so I enrolled!" says Rachel. "I figured the best way to learn would be to get some oils in my home." Having never tried a sample or attended a class, Rachel took the leap of faith. Her hunger for knowledge propelled her forward.

Rachel became an avid product user, but intentional building was not on her radar until after her twins were born. "I decided that continuing to commute from the suburbs to the Upper East Side of Manhattan every day was just not going to work. I worked long hours, often late nights, and day care is incredibly expensive in New York. My husband and I did some number crunching and figured that we needed to earn \$400 each month with dōTERRA to be able to make ends meet. So I started taking

my newborn twins to meet other moms and babies at the park, and that's how I taught all my classes for the first several months of my business."

With clear goals motivating business growth, Rachel nurtured a dream of creating a community of natural-solution seekers who were open to learning and sharing together. "That's where the name of my business comes from," she explains. "Forward Family was a concept I had thought about before I ever heard of dōTERRA because I felt like I didn't quite have the support system I needed. So, creating Forward Family Essentials was a natural fit when I started building. Those early members of that community have remained my biggest support system—my husband, who is now joining more and more aspects of the business, my mom, and some close friends, who have now become some of the leaders on my team. And, while I didn't know most of my upline well when I first started, several of them have become dear friends and my biggest cheerleaders."

In the beginning, Rachel couldn't think much past simply finding a way to stay home with her kids and cover basic family expenses. As her business and vision have developed, however, she now feels that dōTERRA has given her the perfect opportunity to bring together skills and strengths that had previously seemed disparate and disconnected. She wants to give others the same opportunity. "I empower parents and families to feel like they can take control of their physical, emotional, and financial health. I've realized what is possible when we can move from a place of passive helplessness to a place where we feel like anything is possible. It changes everything, and I get such joy from teaching people simple, manageable ways to make big and meaningful changes."



KNOW YOUR CONTROLLABLE VARIABLES

WORK HARD. "Don't get distracted by the shiny objects—just do the job. If I can start building with three-week-old twins, I think just about anyone can find the time!"

LEARN THE SKILLS. "We all have gaps in our education or skills. Take advantage of the rich educational resources made available to you by the company. My dōTERRA business has filled every gap in my skill set and has given me the opportunity to feel like I can make a difference."

STAY POSITIVE. "Maintain an attitude that bounces back from disappointment or frustration. Anyone who is willing to be coached can be successful."

"I am never afraid to stand up in front of a group of people and share what I know. Whether I'm coaching gymnastics, leading tours of a museum, doing one-on-one tutoring, teaching English in the Czech Republic, teaching people about natural wellness, or mentoring emerging builders and leaders, I find excitement, joy, and fulfillment in educating people. Odds are, if you ask me if I can do something, I'll say yes and then figure out how along the way!"

Bill & Jody Hoffman

ABERDEEN, SOUTH DAKOTA, USA

“Now I can have a flexible career that I love and enjoy.”

A Responsibility to Share

Jody Hoffman found herself surrounded by thousands of dōTERRA® Wellness Advocates in the Salt Lake City airport the day after convention in 2015. Upon boarding her flight, Jody realized that there were dozens of people on the plane wearing dōTERRA gear—giving her a memorable (and potent) first impression of the company. Surrounded by Wellness Advocates, Jody had an opportunity to learn about what essential oils were and how they could be used.

Although Jody and her husband, Bill, were comfortable using essential

oils from the beginning, Jody felt a little overwhelmed at the prospect of participating in the dōTERRA business. While she had previous experience with a network marketing company, she wasn't sure that the business opportunity was for her. She remembers, “I thought that you had to be a certain type of person to ‘do oils.’ I didn't think there was a place for me in the dōTERRA business.”

Jody and Bill continued to use essential oils in their home but didn't intend to

pursue the business, or even share the oils openly. They finally decided to share the oils with a friend who they thought could use them and were amazed at the impact it made in their friend's life. Jody says, “We realized that we couldn't keep doing this behind closed doors. We clearly understood our responsibility to make sure that everyone we loved knew the possibilities for their own health and wellness.” With a new-found excitement for sharing the oils, Jody dove into the business side of dōTERRA.

In addition to her past experience with network marketing, Jody had also worked as an educator. With her knowledge of network marketing and her teaching skills, it was easy to teach classes, coach builders, and tackle several other aspects of her new business.

It didn't take long for Bill to recognize how much Jody loved her dōTERRA business—and how much fun she was having with her team. While he would eventually leave his job and join Jody in the business, Bill helped Jody build her

business in the beginning by providing her with support at home. By getting the kids ready for school, running errands, doing laundry, and cooking, Bill helped Jody focus on her business goals by allowing her to devote more time and energy to her dōTERRA business.

Bill is now retired and operates the dōTERRA business full time with Jody, and they have been able to achieve goals, both within their business and in their family life. They look forward to exciting possibilities in their future with their dōTERRA business. Currently,

their son, Sam, is a dōTERRA Elite, and their other children love using dōTERRA products on a regular basis.

When reflecting on her dōTERRA journey, Jody says, “This business allows you to do anything you want to do. The door of opportunity is wide open, and all the choices are yours. I wanted to send all six of our kids to college and retire my husband, and we've created a financial pipeline that is already accomplishing those goals. Whatever you're looking for, dōTERRA has a place for you.”



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

REBEL WITH A CAUSE



NEW dōTERRA DIAMOND

Brooke Oliver

CANTON, GEORGIA, USA

“I wanted to take care of people, to serve, educate, and help them find the freedom I had found.”

Initially, Brooke Oliver was not interested in dōTERRA® at all. She had used essential oils on and off for seven years and was never impressed with the results. It was only when she discovered a friend was selling dōTERRA products that she decided to order from her instead of her other supplier. Still, it was several months before she even tried the oils. When she received her first order, she put it away in the drawer; however, when Brooke finally opened the bottle and used the oil, she was astonished with the results.

Even though she loved the product, Brooke was initially not interested in selling. She did not have a good opinion about direct sales companies at all. She did not want to take advantage of relationships and put her friends in awkward situations. She began doing what she calls “beating the system.” Brooke started telling all her friends to sign up as wholesale customers to take advantage of the discount. Months later, however, Brooke started to see that maybe this would be the right business for her. “I decided that maybe I could do network marketing,” she says, “but I was determined to do it my way, to serve others with no expectations. That’s when I started learning about dōTERRA’s

compensation plan and began realizing that the company was set up perfectly for someone like me. I wanted to take care of people, to serve, educate, and help them find the freedom I had found.”

Brooke now fully embraces the dōTERRA model. She still calls herself a rebel, but for different reasons. She says she is “a rebel against just blindly following what everyone else is doing.” Says Brooke, “I don’t need to be eating the typical American diet, living the standard American lifestyle, depending on the American healthcare system.” Instead, she is living her life on her terms, and by living how she feels is right, Brooke has found her strengths.

One of Brooke’s favorite things about dōTERRA is the focus on individual strengths—whatever your strengths may be, there is a way for you to succeed. Says Brooke, “The biggest question is, what is going to work for you? I know that had I tried to follow someone else’s system in the beginning, I would have tanked fast.” Brooke found that by genuinely wanting her friends to experience oils, she found her success.

Because she wanted everyone to be getting the most out of using oils,

Brooke began teaching an “Essential Oils 101” class once a month, every month. From the very beginning, she consistently followed this practice. She calls herself passionate about education. She starts every class with the 101 and then moves into topics that are more specific to each audience. When it comes to organizing classes and working together, Brooke says, “It is truly a team effort.”

Having a supportive team is one of the most important things if you are going to grow, and Brooke has not only an amazing team but also a great support group at home. At first, her husband, Allen, was supportive by watching their girls while Brooke hosted classes. Now, he has become a Wellness Advocate himself and helps Brooke grow her business even more. Brooke says, “I wanted to help people, not build a business, and working together has given me the freedom to do just that. I talk, teach, strategize, and build community. Allen mentors, pours into relationships, keeps track of our back office, and does all of our graphic design for team events. We’re both working within our strengths, and it’s just free and beautiful.”

SIMPLE REMINDERS

FIND YOUR STRENGTHS

“I shared in my way, using my strengths, truly not caring about any outcome other than helping my friends. That made it effortless for me to share. So, if you do not already know, find out what your strengths are and how they will complement business building!”

SHARE YOUR WAY

“The biggest question is, what is going to work for you? I know that had I tried to follow someone else’s system in the beginning, I would have tanked fast. A big part of my success was that I was so dead set against building a business that when I started sharing, I didn’t try to do it someone else’s way.”

DIAMOND IS ATTAINABLE

“A lot of people think of Diamonds as mystical creatures who know all and have talents and abilities beyond their own. That’s not true at all! A Diamond is someone who does the basics consistently.”

“Dream big, learn to push through, and never give up. Focus on the needs of the person in front of you before your own, and love and serve others. The rest will fall into place.”

Melanie Maitre

BEND, OREGON, USA

SO MUCH TO EXPLORE

Though Melanie Maitre had some previous experience in network marketing, she was deeply involved in running her real estate business when Carey Brown invited her to a dōTERRA® class Jessica Iddings was teaching. At the time, Melanie was facing several health challenges and was surprised by how she felt after experiencing dōTERRA Breathe® and drinking Lemon in her water. Still, she says of the experience, “When my now-upline leader Carey invited me, I just assumed it was just like all those home parties.

In fact, even though I had a positive experience, I bought the kit mostly to support Carey. Essential oils were completely new to me and something I was pretty skeptical of.”

Over time, however, Melanie’s love of oils grew. She started a dōTERRA business as a hobby, and people from her office would come to her for help with a variety of health concerns. “Some actually nicknamed me the Florence Nightingale of Oils,” she says with a laugh. With some direction,

she was later inspired to make her business more than a hobby. “I remember Jessica asking what I would do with a couple hundred dollars a month. I answered that I would get my oils and some coffee runs paid for. Then she upped the amount to \$2,000, which would be a start to contribute to my family income. She continued to go higher and went up to \$30K or more a month. I said, ‘No one needs that much money.’” Jessica agreed, then told Melanie that was when her “Why” would become bigger than herself.

At that moment, Melanie decided that she was all in.

Skills that Melanie had learned from her real estate business kept her going with her dōTERRA business, even when she faced challenges. “I got into real estate back when the market crashed,” she says. “People thought I was crazy, but I knew that if I could survive in this market, I could survive in any market. I challenged myself and knew I needed to keep putting one foot in front of the other. This is so true with dōTERRA, too. There are definitely peaks and valleys, but if you just keep pushing through, the rewards are worth it.”

When asked why she decided to work for Diamond, Melanie is completely honest. Leaving behind a profitable real estate career meant that she needed to go for the security of Diamond. She says, “If I was going to step away from real estate to follow my heart, then I needed to make this a success. Failure was not an option, not when my family depends on my income. Of course, I would love to say it’s all about loving and serving others, which it is, but I have to have my family secure so that I can love and serve others better.” Her husband, John, is a huge part of her support system. When Melanie decided to leave real estate, he was a little nervous, but he fully believed in her. She is deeply grateful for his faith in her.

Looking back, Melanie can see the changes in her life and the lives of others. “I am so much happier and healthier. Before, I had zero balance in my life. Now, I am eating right and exercising. I love learning how to focus and grow my business based on my personal strengths, and my team’s strengths. There is nothing more rewarding than taking the chance and following your heart, doing what feels right, and looking back and seeing how many lives have been changed—that is seriously priceless!”

THREE WAYS TO SHARE THE BUSINESS

1 Get to know their needs. “Knowing the person in front of you helps a lot. Find out what she is motivated by. Does she have a servant-heart and want to help others, or does her family need her income to get by? Knowing this ahead of time, you can have the conversation that matches her needs the best.”

2 Be the example. “Being an example for people is a great advertisement for the business. Are you portraying yourself in the best light? People are definitely watching! I had a builder say to me that she watched how I did classes and that I looked like I was having fun. She said, ‘I want to belong to a team that creates an atmosphere that will make me happy.’ That was a big eye-opener for me to hear she had been watching me and, of course, a huge compliment that she chose our team!”

3 Talk about the benefits. “The dōTERRA retention rate is huge. It shows that the products work, and they won’t need to rebuild their entire team year after year. I also touch on the residual income. I had to step away from dōTERRA for 10 weeks and be with my family through a tough time, but my team knew what to do. I still got paid, even though I didn’t do anything for 10 weeks. That was huge for us.”



Melissa Christoffer

SIOUX FALLS, SOUTH DAKOTA, USA



LIFE ON THEIR TERMS

“People don’t buy what you do; they buy why you do it.” –Simon Sinek

Melissa Christoffer’s co-worker shared dōTERRA® essential oils with her, and when they worked immediately to help her children, she was sold. Melissa worked as an assistant to a local holistic chiropractor, so essential oils were a natural fit to the lifestyle she already shared with her patients. The office was an intuitive place to share the oils and educate people about dōTERRA products. She says, “It really launched my business in a powerful way. So many of those patients are the foundation of my organization still today.”

Her enroller recognized Melissa’s natural building qualities and assured her that the sharing and educating she was already doing was, in fact, building a business. Even though Melissa was teaching several classes and enrolling three or four people each month, it seemed as if she ought to be doing more. She sees now that the formula for traction is simple. “Action plus time equals momentum,” she says. “With enough momentum, anyone can be at the place they dream about in this business.”

Her husband, Josiah, was supportive of Melissa’s dōTERRA business, even

when the time she was putting into it didn’t equal the money she earned. After investing hours of time in preparation and teaching a class three hours away, Melissa would come home with \$22 in Fast Start bonus money—a whopping \$4 an hour. She and Josiah would laugh about it. She says, “We had to, because from the outside, we looked crazy. I was sacrificing time away from my kids, juggling schedules and expenses—to make 22 bucks. No matter what everyone else around us thought, we were committing to a different future. We are just now starting to taste the fruits of our labor, and I can assure you, we aren’t disappointed.”

Melissa said her husband is a very involved father, but his current salaried sales position has him away from home 40 to 60 hours a week. She says, “We’ve talked about our dreams with our kids: a work-from-home mom and dad business that gives us the flexibility to do life on our terms.” They say they talk about bringing Dad home when Mom goes Blue Diamond; it’s a dream their children cling to.

In the beginning, Melissa thought Diamond was a rank for people who had arrived; now she understands why she would want to keep going. She says, “Diamond for my family means purpose, freedom, financial stability, and a platform that is opening up dreams we didn’t know we could dream. The women on my team have partnered in my belief and are fighting through their own hurdles to experience those things, and I can’t stop until they can experience what I now know.”

HOW TO MOTIVATE YOUR TEAM

SHARE YOUR JOURNEY

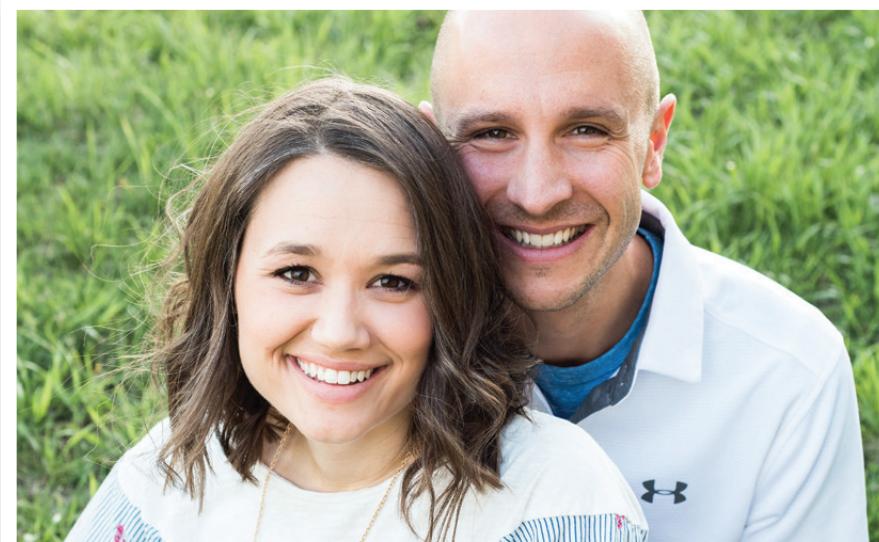
“Share your successes and your struggles with your team. They want to know how crazy you felt in the beginning and how you doubted yourself a million times. They want to know they have everything it takes.”

DREAM FOR THEM

“Sometimes we’ve been hauling buckets with our heads down for so long we can’t imagine living any differently. Those are the times we have to do the dreaming for our leaders.”

WALK IT WITH THEM

“Cast a vision for their future, show them the steps they need to take to get there, and walk the journey together.”



Nathan & Joanna Geigley

CENTREVILLE, MICHIGAN, USA

“Treat it like a business! Go to work, be consistent, and don’t quit.”

A HEART TO SERVE

Like many others, when Joanna Geigley first found dōTERRA®, she was not interested in the business side of oils. After a chance meeting with a Wellness Advocate, Joanna fell in love with dōTERRA products. From the first time she used the products, she remembers being immediately amazed at their effectiveness. As she started to learn more about the oils, she knew she wanted to regularly use them herself, as well as make them a part of her family’s life.

Joanna’s husband was the first person to push her toward building her own business. While she was excited about a business model that centered on relationships, Joanna was not excited about the sales aspect of growing a business. A month after signing up to be a Wellness Advocate, Joanna enrolled three people by genuinely sharing oils with those around her; she was not intentionally selling! After those first three people expressed how much they loved the oils, Joanna decided to host her first class.

Joanna’s first class could not have gone better. She was amazed at the end of the class when she enrolled seven people. What started out as an impossible feat now seemed entirely possible to Joanna. She was no longer worried about telling people about oils. She knew it wasn’t



about selling but sharing her honest opinions about oils, and seeing how that could positively affect so many people.

After that first class, Joanna developed a system that worked for her. She found that following up with people was the most important thing for her business. She says, “Follow up, follow up, follow up! Everyone is busy. People actually feel cared for when you follow up; their need is important to them, and when you follow up, they see their need is also important to you.” Joanna has found that being willing to follow up in different ways is key. Every person she talks to about dōTERRA is different. Watch for the needs of each person, she says. “Everybody is different, but you should follow up with a call, text, or coffee within three days.”

Teaching classes quickly became the most important way for Joanna to connect with new people. For her, teaching on a consistent day and time is helpful. By making her classes consistent, she discovered that she was able to work her life around business easier. When it comes to teaching the classes, she says, “You don’t need to know everything. Learn as you sample and follow up with people. For me, it was freedom not knowing everything. We could learn from experience whether a specific oil worked or not, and we could switch it up. Everyone’s body responds differently, and everyone can build a dōTERRA business differently. That is the beauty of dōTERRA.” Joanna has learned that by creating relationships

with class members, she can ask who might want to join her business. She says that teaching class and doing follow-ups are the little steps that can determine success.

As her business has grown, Joanna has found the financial freedom she always dreamed of having. Starting out, her goal was to be debt free; as that goal was achieved, she soon realized there was so much more she could do. Joanna began looking for ways she could serve her community. “In the beginning, I did not know how God would use dōTERRA to touch so many lives,” she says. “I have always had the heart to serve others, and I did not realize that this opportunity could be the vehicle to live out my dreams.”

SIMPLE THINGS MAKE THE DIFFERENCE

DON’T GIVE UP. “Commit to never quitting on a bad day. Promise yourself, if you quit it will only be on a good day.”

FIND A SUPPORT SYSTEM. “My husband and upline both believe in me, even when I do not believe in myself.”

FOLLOW UP. “Everyone is busy. People actually feel cared for when you follow up; their need is important to them, and when you follow up, they see their need is also important to you.”

Rebecca Leonardes
ST. THOMAS, ONTARIO, CAN

Blessed by a Friend

Several significant circumstances in Rebecca's life collided when she enrolled in Ange Peters' stroller boot camp class. Rebecca was a new mother, thinking about creating a toxin-free home and utilizing natural healthcare. These questions and concerns about wellness were amplified by her mother's recent serious health problem, so when she met Ange, the conversation naturally turned to Ange's experience with dōTERRA®. Rebecca remembers that first workout class. "I just wanted to get some exercise, meet other moms, and be outdoors with my daughter. I

couldn't have known what a journey Ange and I were about to embark on together." Over time, their relationship developed, and Rebecca continued to seek Ange's advice about health and wellness. It was then Rebecca was invited to use the oils and learn about the business. "I didn't really know what I was getting into," Rebecca remembers, "but I knew that I trusted her, and that was all I needed. I also felt that she believed in me." After using the oils with success in her home, Rebecca became a

voracious student of essential oil benefits. "I didn't know it at the time, but I was carving out an entirely new career for myself. My focus now is exclusively on health and wellness and how I can support other people in finding what works for them. My mom and my daughter are the inspiration for the best shift I could ask for in life." As Rebecca transitioned into building, she drew upon the strength and support of her mentor, Ange. "I knew that the invitation to join the business was special because I had been invited

to do so by someone I knew, loved, and trusted. The idea of being aligned with her to share my experiences with the oils seemed like a no-brainer. It didn't require any sleepless nights debating whether it was right for me. I liked the oils a lot, and if sharing just meant talking to others and gifting them with what I knew, then that was all I needed. The fact that someone would invite me to join them in the creation of something, and showed trust in my ability to do so, was a gift."

Looking back on the road to Diamond, Rebecca is grateful for the encouragement and love of her circle of supporters. Chief among those friends is her husband. "He is a huge part of my business," she says. "He allows me the space to do what I do, but he is always willing to share ideas and helps me to communicate in a more effective way." Additionally, Rebecca has relied on her team and thanks them for their support. "Some are genius creators and have mastered the art of online business building. They push me to be better because they know I can be. They know that I crave growth in certain areas, so the push comes from their encouraging words and examples. Patience and persistence is something they all have." Together, Rebecca and her team look forward to continued growth and expanded influence, and they share the goodness that has blessed them so abundantly.



LOVE PEOPLE AND PRODUCT

Listen to people. "Really listen. They will give you clues about what they need and/or want. Some need financial healing and some need physical, mental, emotional, or spiritual help. It is only then that you can offer a piece of what you do."

Fall in love with your oils. "It's the no-fail first step. Use them all day, every day. Experiment and learn before strategizing about growth and rank. If you aren't completely sold on the product, you won't have the passion that makes the business opportunity work."

Use the products in front of people. "Add the Lemon to your water bottle, get your roller bottles out and apply to your wrists and neck, etc! Allow people to see how you're living. They are curious, and it is the best way to offer to share with someone when they ask what you're using."

"My motivation in this business is my family. I want to live as many beautiful experiences with them as possible, and I want to do it all with us in good health. We want to travel; we want to feel free both financially and time-wise."



■ Dr. Isabelle Roy
OTTOWA, ONTARIO, CAN

Life Unfettered

With her chiropractic practice and fitness coaching business in full swing, Dr. Roy wasn't looking for a new opportunity. While at a women and chiropractic seminar in New York City, she felt she needed some immune support, and that's when she happened upon a dōTERRA® kiosk. She was familiar with essential oils but dōTERRA oils were new to her. The woman at the kiosk supplied her with dōTERRA On Guard® beadlets as a natural solution and her interest was sparked.

dōTERRA On Guard® beadlets were her first enrollment order. She was immediately supported and shepherded into dōTERRA by her upline. The business quickly snowballed; however, Dr. Roy wasn't interested in the compensation plan. In fact, she intentionally ignored the building component because she felt she didn't have time. Soon, her desires began to shift. Dr. Roy remembers, "Things fell into place. I loved doing my dōTERRA business more than my other businesses, and the lease was coming up on my office building. I was living out in

the country but eyeing the ideal school for my daughter in the city. When all these moving pieces collided, I knew it was the time to make the transition into building full time." So, Dr. Roy closed her practice and she and her daughter, Luna, transported their lives to the city. The challenge of integrating into a new community proved to be a catalyst for her business growth! Dr. Roy explains, "Everyone and everyplace was new to me, and as I extended friendship, I found I was simultaneously sharing

dōTERRA products, but the sharing was organic, never mechanical or pressured. I found enrollments flowed from this kind of relationship building. For example, I enrolled my daughter's teacher after gifting her a kit for Christmas!"

Now, her urban community is part of the Roy family. As Dr. Roy became intentional and strategic in her building, her parents and neighbors pitched in to take care of Luna and support Dr. Roy in her business. "I did Diamond Club three times, and my support system was right there to carry us through."

Dr. Roy's tenacity paid off. She was a grand prize winner in her first Diamond Club, and the momentum kept her motivated to dream, plan, and achieve. As her business grew, she found herself developing as a person and as a leader. In her own words, "I've grown in patience, empathy, and love. I'm less judgmental. The transformation has been a process, though. It required, at times, painful growth and conscious change. In all this, I have learned that climbing the ranks isn't about increased revenue; it's about personal development and true leadership."

Now, on the other side of Diamond, Dr. Roy is rediscovering her why. She shares, "Recently, I had an acute health challenge. I was out of commission for about a month. One day, I was talking to a fellow Diamond sister, and it occurred to me that I might be taking my newfound freedom for granted. What other job would allow me to step away for a whole month to rest? I have the flexibility to be at home when it matters—to be in the community when it matters. I am not tied down. I worked hard to get here, but I am free now to be where I want to be. I'm unleashed from the office, and residual income flows in as I follow my dreams." She has discovered a life unfettered.

Strategies for Traction

INSPIRE

"I keep in mind that my downline is always watching me. Sometimes it's easy to forget that. They look up to me. They look ahead at the fun things I get to do, and they see how hard I work to get there. My mindset is something they can see and pattern theirs after."

CREATE OPPORTUNITY

"If you don't ask, the answer is always no. You have to be brave and reach out to create your own opportunities in this business. Proactive creativity will pay off every time."

LET HELP IN

"Call upon the people around you when you need help and support. No one ever said you have to do this alone! Working as a team will yield more growth than your efforts alone."



"Prior to dōTERRA, I was living in fight or flight mode. This is the first year I can really relax. No stress. I was juggling so many things for so long; however, I didn't realize the stress of it all until I was relieved of it. Now I am free."

S H A R I N G T H E STRONG STUFF

Charlie O'Connor first found dōTERRA® as a solution to her two-year-old son's behavioral problems. She was online with a group of friends, discussing her struggles, when someone offered essential oils as a possible solution. After a friend sent Charlie a sample, she says she knew oils were the answer to her problems. The first drop of oil she applied to her son only confirmed her intuitions, and their lives were changed forever.

Around the same time, Charlie received invitations from other friends to try dōTERRA products, so she decided to buy the intro kit and explore the range of essential oil uses. "The minute they arrived in the post and I had them in my hands," says Charlie, "I just knew I held the key to a new life. I hadn't even opened the bottles. I made the comment, 'I feel like I'm going to fall down this rabbit hole.'" It was shortly after this that Charlie signed up to be a Wellness Advocate.

Charlie loved the product so much that she immediately shared it with all her friends. She says, "I was sharing within my first month, and by my second month, I had enrolled 12 people and went Elite. I wasn't interested in the business at all; I was just doing it because I loved the products, and to my complete surprise, I was successful!" By being a product of the product, Charlie was able to grow her business faster than she could imagine.

At this point Charlie decided that she believed dōTERRA could be a viable

business opportunity for her. She has found that, when sharing dōTERRA products, two things have the biggest impact: First, helping people to have a physical experience with the oils, and second, sharing how she honestly feels about the products. The oils "will sell themselves, if people are given a chance to experience them," says Charlie. "Shout it from the rooftops. Let people feel that you absolutely believe in them." Charlie has found that being honest about her own dōTERRA journey is what has attracted the most people to her.

Charlie surrounds herself with other Wellness Advocates who have similar beliefs to her own. She says, "The community in dōTERRA has been my support network. I'm extremely proud of the sense of community that has been created in my business so that support flows up as well as down." She is grateful for her husband's support. He stays home with their three young children so Charlie can follow her passion for dōTERRA. He is her "behind the scenes support," says Charlie. "I couldn't do it without him." She now spends more time with her family than when she was working full time.

Because of the blessings she has seen in her life, Charlie is passionate about helping others experience these benefits, "My happiness, my relationships, my passion for life, my spirituality, my desire to serve the world, have all deepened and grown in ways I can hardly explain. We were able to follow our hearts. I am grateful every day for that enormous blessing."

TIPS FOR SUCCESS

WORK WITH YOUR STRENGTHS. "Don't try to be the same as everyone else. Comparison will stop you dead in your tracks. Do the things that you love doing. Make your workshops and classes fun for you."

DON'T BE AFRAID TO SHARE YOURSELF. "People join your team because of who you are, not because of the oils. Don't be afraid of sharing who you really are, perfectly imperfect."

FIND YOUR dōTERRA COMMUNITY. "A network of truly inspiring and uplifting women is key for me. Having your supporters lift you up makes the naysayers just seem to fall away."

"Don't be afraid to fail. You are going to fail—it absolutely is a given. So embrace it. Welcome it. Because as soon as you are not afraid of it anymore, it is not a problem anymore. As soon as you're okay with failing, you'll probably succeed."

NEW dōTERRA DIAMOND

Charlie O'Connor

BANYO, QUEENSLAND, AUS



Path to Freedom



NEW dōTERRA DIAMONDS

Melissa Ambrosini & Nick Broadhurst

BONDI BEACH, NEW SOUTH WALES, AUS

When Melissa and Nick entered the dōTERRA® building scene, they brought with them a loyal tribe following. As successful entrepreneurs and CEOs of multiple businesses, the couple had powerful social and business platforms and at the advent of their dōTERRA business, they were primed to amplify their influence in the service of others.

Nick remembers, “It was mid-2017. I was in a bit of a funk and knew that I had to find ways to center my life on helping others. That’s exactly why we started building our team. And it’s funny because we never really thought of us building a business. We simply wanted to be of service and support others to build their team and achieve financial freedom as we had already reached a level of freedom in our own lives. That’s why we called our team Path to Freedom.” “We used and enjoyed the oils for years before diving into the business and that’s honestly because it wasn’t the right time,” says Melissa, “Everything is in

divine timing and we were both building our other businesses and careers. But once we saw our friend, Tara Bliss, hit Presidential Diamond and reach a new level of health, happiness, and abundance, something clicked.”

As they embarked on this new venture, Nick and Melissa were intentional about the steps they would take to reach their goals. They give the following advice, “We did three things every single day. First, we took serious and inspired action. Second, we mastered our inner critics. Third, we continued to dream big. If you do these things every day, you will hit Diamond and beyond!”

Within nine months, Melissa and Nick had enrolled nearly 400 people. At over 2,200 members, their team is a testament to both the couple’s achievement and influence. Despite their sprawling empire, Melissa and Nick’s priorities are close to home. The fourth Diamond leg is filled with family members, including both their mothers. The couple’s strategy was to

help their mothers hit Gold within the first 12 months. They say, “Gifting them this cash flow at this time in their lives feels incredible. Giving back to the very people who brought you into the world—what could be better?”

Beyond extended family—and Nick’s son, Leo—Melissa and Nick are extending their influence to the world. “For me, it’s all about impact,” explains Nick, “I recently returned from Nepal, where I witnessed firsthand what Cō-Impact Sourcing® does for the farmer and Wellness Advocates. I am speechless. What other company has been able to positively change the lives of so many people around the world in just 10 years? The integrity and heart in dōTERRA is world class.”

Now, they feel they’ve created an even bigger family out of their dōTERRA team. They say, “Our life was already beautiful, but since starting our dōTERRA business, we now have a big, beautiful, like-minded soul family, whom we love and adore. It really is the best fun.”

SEE THE NEED AND SHARE

KEEP PERSPECTIVE. “This is a business of service, and when you have something to focus on that is bigger than yourself, the universe will reward you.” –Nick

BE BRAVE. “Speak from your heart. Be confident. Believe in yourself. Master your inner Mean Girl. Feel the fear and do it anyway—and share how you personally use and love the oils.” –Melissa

“dōTERRA is quite possibly the best business opportunity there is. You share something you love and create wealth, all whilst serving and inspiring others. Why wouldn’t we recommend it?” –Melissa

MAINTAIN AN OUTWARD MINDSET. “I believe in always making it personal. Tap into what that person would need to make a real difference in his life, then show him a clear path in the compensation plan for him to get there. In this business, you really can paint the dream with them because if they show up, they can, in fact, create a life wilder than their dreams. And, of course, explain how generous dōTERRA is!” –Nick



Alison Yeo

LONDON, ONTARIO, CAN



The Power of Vision

“The most important part is how many people you meet, the influence you have, and the relationships you build along the way.”

Alison always thought she was meant to run her own business, but like many others, she was skeptical about the direct sales industry. When her search for a solution to her baby's skin issues led her to dōTERRA®, and she witnessed first-hand the results of essential oils, Alison's mindset began to shift. “Through personal research and shared experiences of dōTERRA users, I knew this company was different and I wanted to be a part of my family's future.”

Alison was quickly able to overcome her doubts and was excited to start her dōTERRA journey as a Wellness Advocate. “Now, I know that this is the very best industry for moms to be part of. It gives us the opportunity to use our strengths, skills, and knowledge to earn an income for our families without sacrificing time away from our kids and homes—where our strengths, skills, and knowledge are the glue that hold everything together.”

As a former elementary school teacher, Alison uses her teaching skills in her dōTERRA business. She describes herself as a lifelong learner who loves trying new things and teaching others to do the same. She applies the same

principle when she shares dōTERRA products with others—learning about the oils, trying them on herself and her family, and then sharing her experience with her team. She says, “The work we do feels amazing because every time we introduce someone to dōTERRA, we know we're improving their life, as well as improving our own lives both physically and financially.”

Alison's journey to becoming a Diamond wouldn't have been possible without her support system. Her husband, Jason, made it possible for Alison to pursue and achieve her goals. “He holds the house together when I'm busy building our future,” says Alison, “and he constantly reminds me why I'm doing the work and making the sacrifices that I am.” Jason enjoys working with numbers and uses his skills to help Alison with updating monthly records and spreadsheets and keeping track of data. Her friend, Dunja Szlatoszlavek, whom she refers to as her “business bestie,” has been her supporter, cheerleader, and problem solver. Finally, there's her mom, Pauline, who attended Alison's first class and encouraged her daughter to get on the Loyalty Rewards Program.

One of Alison's greatest challenges of growing her dōTERRA business is trying to find a balance between work and family. She learned that once she started taking care of herself, everything else just fell into place. Leaving her full-time teaching career was a difficult, yet rewarding decision for Alison. She was able to focus on her business and spend more time with her family. Alison's husband serves as an encouraging voice to remind her of their shared priorities. “He always keeps me and my ideas in check by asking, “Is this going to be good for our family, for your current team, and for our future?”

Alison always wanted to have time freedom so she could leave her full-time job and play a bigger role in her children's lives. Now that she has the time freedom, her purpose is evolving, and she can dream bigger. Alison says, “I want other parents to realize that, even though we were raised to believe we have to go to school, get a good job, and work until retirement, the truth is, we can design our own lives! Whatever income goal someone has, they can achieve it with dōTERRA.”



IMPRESSIONS

Think long-term. “You need to think long term and consider these hours an investment in your family's future. “Do something today that your future self will thank you for.” Whether that be making healthy choices or taking action in your business, just do something every day.”

Take notes. “Keep a journal, and make sure to include your significant oil and product experiences and your feelings about teaching your first class—who and how many people showed. This will help guide your team members through their early stages.”

Treat it like a business from the beginning. “You are the CEO of a Diamond organization in the making. Ask yourself, how does a Diamond treat his or her business? Then, go do that. The way you treat your business will show people how they should treat it. Be professional and respectful of your time and money, and people will learn to respect you as a professional.”

Be yourself. “You don't need to be exactly like your uplines to be successful in this business; you need to be yourself and share authentically and confidently. The right people will find you, but they can only find you if you put yourself out there.”

David & Abigail Gonzales

SPRING, TEXAS, USA

Golden Time of Growth

When one of her childhood friends invited her to a dōTERRA® class, Abigail Gonzales decided to attend, even though she didn't know much about essential oils. After attending the class, Abigail began using DigestZen® and had her first real experience with an essential oil product. According to Abigail, using DigestZen transformed her life and the way that she thought about essential oils.

In college, Abigail was a dance major and has spent her life dancing and teaching dance all over Texas. She went on to get her Pilates certification and has been able to teach a variety of fitness classes. Because teaching and wellness were already two of her passions, it was easy for Abigail to share essential oils with others. While she started out as an enthusiastic customer, she says that she became a dōTERRA business builder without even realizing it because she loved inviting people into her home and teaching them about essential oils. One day, Abigail's upline called and said that she was going to get serious about

pursuing the dōTERRA business and asked if Abigail would be interested in doing the same. As Abigail remembers, she replied, "I might as well!"

Her propensity for teaching and love for the oils made for a smooth transition into the business side of dōTERRA for Abigail. She says, "I started to share and build because I knew people needed these oils. dōTERRA gave me the ability to live a life I never thought was possible. There is way too much potential to bless people and not to do so would have been entirely selfish and not worthy of this gift given to us."

As Abigail advanced in rank with dōTERRA, eventually her husband, David, would come to be a big part of her business. Together, the Gonzales family worked to build up their dōTERRA business and align their purposes with the dōTERRA mission. Abigail says, "David and I both felt called to a higher level of leadership. We wanted to impart hope to our team and show that if we could do this, so could they."

Abigail and David have worked as a team to build their business, each filling different roles to ensure that their business life and family life can both work properly. David works primarily on the finances, media, networking, and leadership development, while Abigail does most of the education and product training. They trade off with traveling so that one of them can always be home with their four children.

While Abigail has had major support from her husband and her team, things were not always easy on the road to Diamond. After several setbacks, Abigail was able to reach Diamond on her third attempt; however, she cherishes the difficult circumstances that allowed her to rise to this challenge. When thinking back on her journey to Diamond she says, "We needed those experiences so that we could have the chance to learn and to rise—they have taught us and made us who we are today. I don't regret the failures or the hard times because those are the golden times of growth. We hope that can inspire others to look at hardships differently and to rise as well."

BUILDING BLOCKS FOR VICTORY

Belief "Dive into the heart of this company and the mission of sharing these beautiful oils. When you genuinely believe in this opportunity and this product, your sharing and building transform and are much more powerful."

Purpose. "This business is the vehicle for me and my husband to live out our real purpose in life, which is to share hope, help, and freedom. Knowing that purpose for my life is motivation to continue to live this out entirely."

Discipline. "I had to choose whether I would learn from the failures and keep going or get depressed and crumble."



"The dōTERRA business opportunity has the potential to bring freedom and blessings into people's lives. The business model is incredibly strong, and the company stands for things that we can align with."



Christine Thethi

GARIBALDI HIGHLANDS, BRITISH COLUMBIA, CAN

Mindset Matters

With two small children, Christine Thethi found herself looking for health solutions to improve her family's wellness. A friend reached out to her about dōTERRA® and offered Christine some samples. Since that day, she's never looked back.

Christine eagerly purchased the Home Essentials Kit. It didn't take long for her to see how the 10 oils in the kit would benefit her family. She knew she wanted to share at this point but wasn't sure how. "I had friends come to me and ask if I was selling dōTERRA

products. Initially, I was in denial that I was a salesperson," recalls Christine. "It wasn't until I started receiving messages from friends and family about how thankful they are for the oils that I realized I'm not selling anything—I'm sharing a lifestyle."

Soon, sharing dōTERRA products became Christine's passion. "I like to say I have an addiction," Christine jokes. "I was talking oils non-stop and it became my life. In the beginning, it was difficult to know when to turn off my enthusiasm because sharing never felt like a job to me."

Family is central to Christine's motivation. From the beginning she knew she wanted to create a life of freedom, but the time investment the business required made it difficult to balance work and home life. It took some time to create harmony in these essential areas, but Christine finally found a plan that works for her family. Christine states, "What helped me to get balance was creating a schedule. Every Sunday, my husband and I plan the next week's schedule. We plan dinners, chores, classes, etc. I always have my

"Act like a Diamond before you are a Diamond. Fully believe it. Like any rank, you must believe it, do the work, and take full action."

daily schedule and follow it. This works for me and keeps me on track, so when my kids come home from school, I can be present." She says, "Creating a work/life balance is super important. It took me some time to figure it out, but remember, it's all a part of the process. Be gentle with yourself and trust that it will all figure itself out."

Christine relies on her husband for support. She recalls, "My husband is my support, but he wasn't always in the early days." Christine's husband was a bit skeptical about the dōTERRA business, but after attending the 2016 global convention, he soon changed his mind. Christine says, "He wanted to know more about the company. He came to convention with me in 2016 and sat through the entire thing. This is where he knew and felt dōTERRA was incredible and gave me his full support." From there, when Christine needed to leave for meetings or to teach classes, her husband was there to hold down the fort at home and help with the children. She says, "Taking my husband to convention with me was a game changer in my business. Having his support has unlocked so many doors."

Today, Christine is thriving in her business and with her family life. She says, "Being able to work full time at home is the greatest gift of all. Waking up in the morning and not having to rush off to work or being able to drop and pick up my kids are memories I will always remember. I have grown so much personally. This opportunity has given me so much confidence. I now live a life waking up feeling grateful for every day."



CHRISTINE'S TIPS FOR SUCCESS

- BECOME PASSIONATE.** "I didn't experience true passion for this business until after results and gratitude started rolling in from users. Now my passion drives me. It will always be the fuel that keep me going every day."
- BANISH LIMITING BELIEFS.** "Remove the excuses in your head. Roadblocks will come and they will never stop you. I attribute my success to this: I never gave or took any excuse."
- REMAIN PRESENT AND POSITIVE.** "Accept where you are at this point in your business. Stop comparing yourself to others and don't let rejection get in the way. Be gentle with yourself and keep moving!"
- BE TRUE:** "Be your authentic self. People will love you for you, so don't try to be someone you are not. Share from your heart and people will feel your passion."

Kevin & Amanda Rahija

YORK, ONTARIO, CAN

"Kevin is my rock, my organized, logical, analytical, structured, Excel spreadsheet kind of guy—the complete opposite of me. He balances me and challenges me to look at things from a different perspective."

A SURVIVOR'S STRENGTH

At age 29, Amanda Rahija's life was turned upside-down by a serious health concern. She had thought she was living a healthy lifestyle, but now she made major changes in her diet and lifestyle to help her body be healthier. During this journey, she heard about essential oils but never tried them.

Several years later, Amanda was a survivor of her health concern and still interested in any kind of healthy living when she attended her first dōTERRA® class. After doing some research, she enrolled. As she learned more and experimented with the oils, over time she found they complemented her natural lifestyle.

Still, every time her upline asked if she wanted to do the business, Amanda told her no. She was a social worker

and had a stressful job as a supervisor of foster homes across southern Ontario. She says, "To be honest, I didn't want to add something else to my plate." Eventually, she caved and agreed to hold a class. When 10 people enrolled, she got excited and became an active sharer of the oils.

When the company Amanda worked for restructured, she found herself in the job market. Despite other job offers, she decided this was her chance to take her dōTERRA business to the next level. She says, "My only regret was I didn't do this sooner. After my health setback, I wanted my life to be normal and easy. I wanted to go back to doing the things that I enjoyed. But there were so many things inside me, that I learned through my experiences, and I felt I needed to share." Through her dōTERRA business, Amanda felt

she was able to take her experience and channel it into helping others live healthier lives.

Amanda's husband, Kevin, was fully supportive of her decision, though he had doubts. She says, "This was my driving force in the beginning. I needed to prove to myself and to Kevin that I could do something I loved each day and that it would replace my former paycheck." She participated in Diamond Club twice and through lots of hard work was able to reach Diamond.

"Since my health problem, I have come to believe that everything happens in life for a reason," Amanda says, "and we either take that experience and find the positives and make an impact, or we ignore the messages that life is giving us. I chose to listen and be a positive light in the world."

HOW TO FIND BUILDERS

Build up sharers

"I hit the rank of Diamond with me building dōTERRA full time with my team of beautiful sharers. I believe all we need is a group of people who want to share and find others that want to share. I always ask people to share and host a class and offer the opportunity to make at least a little money, and if they want, more."

Invest and inspire

"I believe strong leaders will emerge if you keep investing in them and inspiring them to dream. It's my job to keep putting myself out there to find those people, connect, and build relationships so they want to do what I do. It brings me so much joy to see my leaders in their element of joy and loving what they are doing."

Support action

"I pour my heart and time into those who are taking action at any given moment and support these people to reach their goals. It motivates them to keep going, while allowing others the rest or time they need. It also keeps me working within a realm of positive energy. I don't feel like I am pushing or forcing people."



Korina Buehrer

VERNONIA, OREGON, USA

Life-Giving Goodness

Korina's 10 year high school reunion brought her face to face with friends she hadn't seen in years. It was there she was introduced to a former wrestling teammate's wife and dōTERRA® Wellness Advocate Leslie Schmidt. When Leslie learned that Korina was a birth doula, she knew essential oils needed a place in her home and practice. However, it took time for Korina to finally experience the oils—and lots of persistence on Leslie's part. Korina explains, "The diligent woman found me on Facebook, and we quickly became friends. She messaged me about the oils every month for almost a year before I committed to attend a class."

However, once Korina tried the oils, she was sold. She says, "I knew right away the oils were right for my family. God gave us the gifts of the earth for our protection and care. I was excited to get started." She received her first kit of oils, and they sat in her bathroom cabinet untouched through her family's bout of health issues. Korina remembers, "In the back of my brain the thought came to open the kit and try them, yet I didn't use them. It was daunting to think about learning the tricks and ways to dilute while operating on little sleep."

"Then, one day my best friend, Victoria Mcadams, took them from the cabinet

and gave them a try. She was all about giving my investment a go! Our kids did everything together, yet her kids stayed well. Watching her oiling with my kit and getting excellent results got me fired up! It was time to stop making excuses, trust my instincts, and dive in. From the winter of 2012 until today, we have never stopped applying. The results of integrating oils into every routine have changed our lives for the better—emotionally, physically, and mentally!"

As a birth doula, Korina has been able to integrate essential oils into her practice and show mothers a whole new way of caring for their families.

"This business has stretched, tested, and developed me in unimaginable ways. Twenty percent of the business is logistics and 80 percent is personal development. Success will demand you excel in all areas of your life, from parenting, problem solving, public speaking, self-confidence, and even your marriage."

"Oils offer gentle solutions to pregnancy, birth, and postnatal care," says Korina.

"I also use the oils in the nonprofit I support, Mama Baby Haiti." The oils go with volunteers, midwives, and the founders to every slum, village, and mountain mobile clinical. Not surprisingly, the oils are received with open arms. Korina explains, "It's an easy modality of care that doesn't require professional attention. We've been able to offer a gentle way for the villagers to care for their families."

In all her giving, Korina is overwhelmed by the rich abundance she takes from her work in Haiti. "I have built relationships with the most magnificent, strong, courageous men and women. They have made me a better person, and I am forever grateful. What an honor it is to take part in this work and have dōTERRA aiding our efforts! Through matching donations, dōTERRA helps fund the materials, tools, and curriculum at our midwifery school. Through the trained midwives we send out into the community, we will help in the care of Haitian mothers and babies."

Reflecting on her journey, Korina gives thanks to her unfailing support system. Her friends and team members have rallied around her in low moments and championed the cause of growth. Korina's gratitude to her family runs deep, especially at this momentous milestone. She says, "My husband, Mickey, is a huge support and my best friend. He is always there to encourage me and pick me up when I am down." Likewise, Korina and Mickey's children have been her most-beloved cheerleaders.

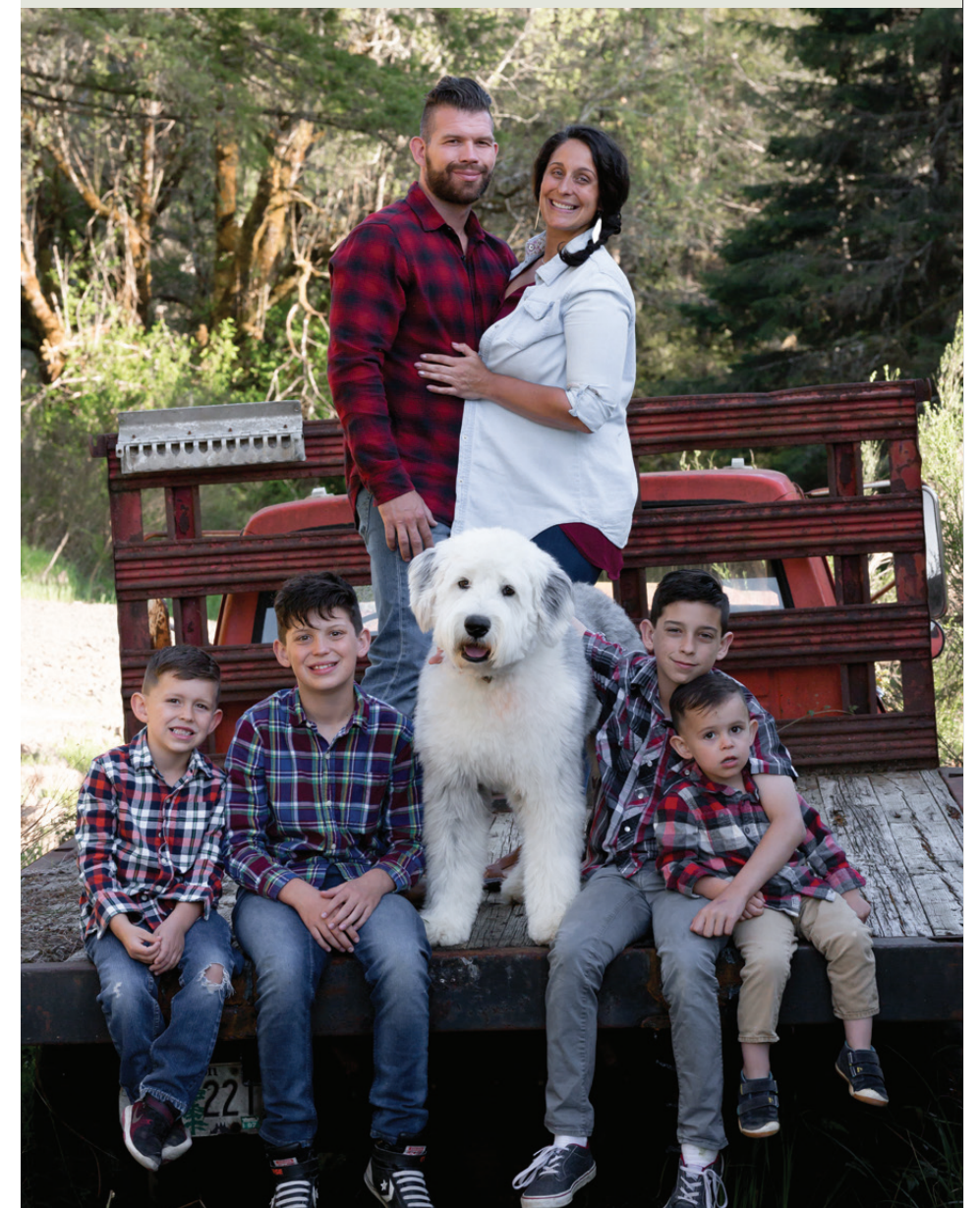
With sights set on the future, Korina is driven by deep conviction and divine calling. "My why is to offer myself and my family to serve and do humanitarian work through Mama Baby Haiti. My vision is to be financially free in order to serve like Jesus and love orphans and widows."

HONING LEADERSHIP SKILLS

"The line between empowering and enabling is a fine one. Ask yourself which of the two you are engaging in when you mentor. Being aware will help you make good decisions."

"Don't over mentor but do listen to, connect with, and appreciate your team outside the business. I love going to lunch or dinner, getting nails done, or inviting the team up for a bonfire. Your team must feel appreciated and, in turn, they will move mountains for you."

"When offended, stop. Give the benefit of the doubt. Ask good questions and gather information. We are a family in dōTERRA. Let communication flow. Be patient with each other. We are all working through weakness and discomfort, and are striving to develop our strengths. Please straighten the crown of a fellow king or queen without telling anyone it's crooked!"



Colleen Stong

LUCAN, ONTARIO, CAN

Essential Healing

Colleen Strong's personal and professional experiences with traditional healthcare were important preludes to her decision to build her dōTERRA® business. "I ran the pathology department in a large teaching hospital in London, Ontario, and later I left the hospital to start the Canadian subsidiary of a U.S. medical equipment company," says Colleen. With her background in traditional medicine, Colleen wasn't open to using essential oils for healthcare. In 2012, however, her well-being took a downward turn, and she found herself looking for solutions in less traditional places.

"I experienced tremendous challenges to my physical and emotional health over the next two and a half years. After 18 months of intense health challenges, I was invited to an introductory essential oils class. I was so very desperate for help that, even though I was extremely skeptical, I went and thought to myself, 'If even half of this is accurate, I need these.'"

Colleen purchased a Home Essentials kit and slowly started using the oils for physical support. In addition, she began taking dōTERRA Lifelong Vitality Pack®, and within three weeks

her husband noticed a difference in Colleen. "I hadn't actually realized the change," she says, "because it had happened gradually, but his comment, 'What's changed? You're your old self again!' helped me realize that I had energy to do all the things I loved to do but hadn't been able to do for the past 18 months. That was the turning point for me!"

With a freshly lit flame of determination, Colleen experimented and eventually developed an essential oil protocol to support her body. "Having that protocol for the last six months of medical care

"This is my own marathon, and I get to set the pace to ensure I cross the finish line."

made a tremendous difference," she says. "I was so passionate about what dōTERRA did for me that I started my business while still having healthcare and while my upline was out of the country for a month! I wanted to share dōTERRA

products, so, I just figured out how to teach a class and jumped in. I would simply take the month following medical care off in order to rest and then continue teaching classes and building my business. Having something so amazing and

positive to focus on in my life was a real blessing, and I'm forever grateful to dōTERRA for giving me that when I needed it most." With her health returning, Colleen is rebuilding her life and building an enduring legacy of wellness.

KEYS TO ENJOYING THE JOURNEY

SEEK TO SHARE. My approach to sharing dōTERRA products has always been to simply share my experience, present the opportunity, and then help those that are ready to get started. Centering my efforts and energy on helping people brings joy and purpose.

RANK IS NOT A RACE. I never pressured myself to hit a rank by a certain date. I know that goes against common teachings, but putting timelines around achievements stresses me out and demotivates me. Of course, there are times when I pushed hard but that was a choice my husband and I made, and we knew that it was a temporary situation and necessary for the long-term plan.

EMBRACE YOUR ROLE AS MENTOR. It lights me up to help my leaders with strategy and ideas on how to build their businesses. I couldn't be more grateful for the amazing women and men that are part of our team, and they inspire me every day to continue to find ways to support them to achieve their dreams. How awesome is that? By helping others build their dreams, I build my own!"



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

Emily Mieren

PORTLAND, OREGON, USA



EMPOWERED

The first time Emily inhaled from a bottle of dōTERRA® essential oil, she sensed a difference in quality. “I thought they smelled amazing,” she says. “They were of much better quality than the store-bought oils I had previously purchased off the shelf. I could tell they were pure.” From then on, Emily was a happy oil user, but her interest in the business opportunity was nonexistent. “For two years I bought the product and watched a

couple of my friends, who are now amazing Diamonds in my upline, build their businesses, transform their lives, and become women I truly admire.” After watching her friends blossom and knowing she would soon return to full-time corporate work if she didn’t find another viable option, Emily became seriously interested.

“I clearly remember thinking, ‘This is a train that’s moving. Do I want to be off that train, or do I want to be on it?’

I realized, without a doubt, that I did not want to miss that train! So, I jumped aboard, asked a couple of friends to help build this business, and we were off!”

Early on, Emily saw the value in connecting people to each other. She sought to nurture and nourish relationships in as many ways and with as many people as she could. Says Emily, “We all need community, including myself, so I have worked

“I have a degree in women’s studies, and my purpose in this business has always been to empower women and moms to know that they are capable, valued, and worthy.”

really hard to build an open and deeply connected community under me. I encourage everyone to ‘friend’ each other on Facebook, and we communicate via a myriad of platforms—some business related, others not. The true friendships that women on my team have fostered with each other are truly so beautiful.”

Emily’s husband and children have her deepest gratitude and love for their support of her on this journey. She also thanks her sister, one of her Diamond upline. Emily’s team—whom she likes to call her business partners—bring so many strengths to the table. She sees them as her absolute equals, and she is humbled to work with such remarkable women.

Emily has found this business to be the most fulfilling, life-changing opportunity out there. “The work we put in is reflected in the results we get, which at its core is incredibly empowering. ‘We all rise together’ is reflected in the cooperative, rather than competitive, business model. When I help my team do well, I do well. When I do well, those above me do well. How amazing, that to help yourself, you must first help someone else. We are all interconnected and, as a result, invested in the success of one another. It’s empowering, and it aligns with the way I wish to live my life, in general; putting positive energy out into the world so that positive energy comes back.”

ACTION STEPS FOR ADVANCEMENT

1

REFLECT. “Always ponder on what is happening in your business. Ask yourself, ‘Why did that happen? How could I have handled that situation better? What can I do differently next time? How can I learn from this?’ Self-awareness is so key in this business and, while none of us are perfect; constantly reflecting on ourselves can bring the growth we so need.”

2

PERSIST. “In this business, you have to stay committed and show up to serve, even on the tough days. Don’t make excuses for yourself. Instead, keep your vision in mind and stay the course to achieve your goals through consistent action.”

3

INNOVATE. “Get creative! If you come to a block, get creative and think of a new way around it! Enlist the talents and perspective of your team, and together you will find a way around, over, or through your obstacles.”



Nick & Alison Langridge

MAPLE RIDGE, BRITISH COLUMBIA, CAN

WITH MOTHERHOOD IN MIND

Alison Langridge was invited to a dōTERRA® class several times before she finally went. At the class, she was blown away by the benefits of essential oils, and she wanted to learn as much as possible. Her research was followed by curiously applying oils on her children, and Alison was astonished by the changes that she saw. At that moment, she knew she wanted every mother to know about dōTERRA.

She says, "I blindly trusted my intuition and just went with it because it felt right to share." Then, she started to see her upline, Li Fryling, excel as a builder. Li believed Alison could do it too, and so Alison started to dream bigger.

Living near Vancouver, one of the most expensive places in the world to live, the Langridge family were hard-pressed to make it on one income. Yet, Alison was committed to being a

stay-at-home mom. "Once I started to truly understand what this business could provide for my family," she says, "I became very intentional and climbed the ranks steadily. I realized this opportunity would empower me to be the mother I always wanted to be."

From the beginning, Alison knew she wanted to be Presidential Diamond. When it came time to make the push toward Diamond, she realized it was mind over matter. "I became intentional; I was able to focus and work hand-in-hand with my team, and I got there. I never gave up."

As her business has grown, she's realized she has to make time for both her business and her family. She employs a nanny two to three times a week, which allows her to block off consistent times to work; this, she says, is key in a dōTERRA business.

"Some days I'm doing more work with my dōTERRA business and other days I'm doing more mom," says Alison. "It's something that I've always been flexible with and will continue to do."

Now, her family has been blessed not only financially, but physically and emotionally as well. Alison says, "It's given me the confidence to know I can do whatever I set my mind to, and it's allowed me to comfortably stay home with my babies and hold them close. These are memories I'll always have for the rest of my life because I was able to be there with them every day. And, it's shown my two sweet girls that you can think outside the box and do and be anything you want to be." Alison's children are blossoming in the light of their mom's example and joy, which makes everything about the Diamond journey worth it.



"My amazing husband has been my rock. He is my cheerleader and best friend."



ESSENTIALS FOR EMPOWERED GROWTH

CONSISTENCY. "Consistency trumps talent—always. If you're consistent in this business, you'll get to where you want to be, wherever that is."

RESILIENCY. "If you're resilient, you'll be able to be consistent. When something doesn't go your way, you'll know that it's a small hiccup, and you'll keep going."



“You can motivate others when you fully understand their goals and meet them there. We can’t run with those who have chosen to walk. When you meet people where they are and love them for who they are, they will happily work with you toward their goals.”

FOUR FUNDAMENTALS

DON’T QUIT

“I tried to quit twice. If you ever feel like quitting, reach out to someone who can breathe faith and hope back into your dream.”

USE YOUR OILS IN PUBLIC

“People will ask questions. Then, have a card and sample ready to hand out.”

GET SUPPORT

“Don’t do it alone. Find a mentor to help you as you start building your business. My new builders are always guided until they feel confident.”

PURSUE PASSION

“Make time to do the things you love. Being adventurous, moving my body, and being in the forest help keep my life in balance. Follow your curiosities and find what truly makes you happy.”

NEW dōTERRA DIAMOND

Melissa Wood

NORTH VANCOUVER, BRITISH COLUMBIA, CAN

MORE THAN JUST A BUSINESS

Right away, Melissa Wood knew the dōTERRA® business opportunity was right for her. She recalls, “I was on maternity leave when I first encountered dōTERRA. As much as I loved my previous job, I didn’t want to leave my baby boy. I knew I needed to do something that allowed me to work from home.” Since that day, Melissa has worked to build a strong community of business builders.

Melissa’s rich career history prepared her to be a resourceful builder in her dōTERRA business. She says, “All my previous work led me here!” Her experience working with nonprofits, organizing events, producing graphic design, and managing small businesses has been invaluable on this journey to Diamond. In particular, her community-building talents have set the tone and provided a culture in which her team can thrive. “Events are everything,” she

says. “They bring your team together and create connection.” Melissa enjoys the physical connection and relationship building that occurs with events. “Bringing people together is so important,” Melissa continues. “Having your team feel the energy, see the tears, and celebrate the successes of other Wellness Advocates and leaders will help others understand the power and magic of this business.”

Along with events, Melissa believes in creating a strong community. “My community is everything to me.” Melissa remembers, “Building this dōTERRA community pulled me out of a very dark place. I now see that same gift for other women.”

Coupled with her strong dōTERRA community is the support of her partner, Chris. A small business owner himself, Chris is not a part of Melissa’s dōTERRA business, but he is one of her

biggest supporters. Melissa says, “We support each other and are working toward common goals.”

In addition, Melissa attributes much of her success to her team. “I am proud to say that Team Horizon is like a family,” she says. “The men and women on my team are diverse, supportive, caring, and driven individuals.” Having a supportive team and a strong support system at home is what empowers Melissa to follow her dreams. She says, “The best part about my team is their willingness to support each other and collaborate.”

Melissa’s business is integrated with her life. dōTERRA has impacted her life for the better, and Melissa wants to help others see change as well. “I truly believe there is no greater vehicle for change than dōTERRA,” she says. “I want to help people live healthier, happier lives.”



Marie-Christine Morin

LEVIS, QUEBEC, CAN

Freedom of the Soul

“As a couple, we share entrepreneurial experiences. It allows us to support and understand each other in the sacrifices we make and to celebrate our success moments like crazy.”

Marie-Christine Morin had long been a believer in and user of essential oils, when one day she saw the Living magazine and dōTERRA® product guide on her friend's table. When she asked about it, her friend didn't seem to know much, except that “these essential oils are the best in the world.” Marie-Christine borrowed the brochures from her friend and started looking up dōTERRA online. Four months later, her research made her feel confident that dōTERRA really was the best, and she enrolled, with the intention of doing the business as her new career.

With her master's degree and years of professional experience, Marie-Christine had never imagined she

would get involved in direct sales. Her time in the corporate world, however, made her realize the inflexibility, hierarchy, and limited financial growth of the traditional model of employment weren't for her. Though she was working full time and teaching fitness classes, Marie-Christine decided to make dōTERRA her Plan A so she could be free. She says, “I was determined to find time and make sacrifices for the short term so I could build a business that would help me have a more fulfilling life for the long term.”

Because of this opportunity, Marie-Christine can now have a positive impact on people's lives. She decided she wanted to be Diamond early on and went from

Gold to Diamond in four months through Diamond Club. She says, “This is what my journey to Diamond brought me: soul freedom, peace, and love. Plus, hitting Diamond for me was such a tremendous leap forward in my financial situation.” Now, she feels “lighter” and says she loves the person she has become.

“Since the day I committed to developing my business, I've been forced to let go of certain fears and limiting beliefs,” says Marie-Christine. “It's forced me to have faith, to believe, and to respect my leaders' rhythm. My soul found peace through adversity. I am richer in my personal life, in experiences, and in my finances. I will be forever grateful.”

“People will be attracted to who you are by the light you glow.”

MOTIVATING YOUR DOWNLINE

FIND THE WHY

“Motivation is short-lived. It's like coffee; it gives you the boost you need and then it's gone. My downline can be motivated by a short-term goal, but to continue to build and to lead my team, their why has to be clear.”

UNDERSTAND THEM

“I create incentives for my team, and I am there to cheer them on and celebrate their victories. But, I will also work with them on their vision, and particularly on their strengths. The key to understanding motivation starts with understanding people.”

EMPHASIZE STRENGTHS

“What can my downline bring into their businesses? What do they have to offer? If I get to know them, their strengths, and their motivations, I will have the tools and understanding to truly lead them to success.”





FAMILY VICTORY



NEW dōTERRA DIAMONDS

Preston & Tena Pettis

HUDSON, WISCONSIN, USA

“If you want to be successful and fulfilled along this journey, bring the people you love along with you. If they buy in and you are traveling hand in hand, you won’t have to sacrifice the things that matter. Instead, you will be magnifying the joy you could experience in each of those relationships.”

Preston and Tena’s dōTERRA® journey began long before they opened their first oil bottle. The couple had been juggling Tena’s marketing/branding company, Preston’s job dissatisfaction, and a busy home life; the balance was off, but they weren’t sure how to restore it.

Then, at the kids’ bus stop one day, neighbor Kari Uetz shared the essential oils she was selling as her new business. She was a brand new dōTERRA builder and anxious to tell the world about this amazing opportunity. With her life full as it was, Tena wasn’t interested in the business, but she thought the oils would make her home smell nice, so she purchased a few.

Preston, a physical trainer and gym owner, as well as a nutrition and functional medicine educator, always filtered the products that came into the home; he reads labels for quality and natural ingredients. Tena was

excited to show him the oils because she knew he would appreciate their purity. From the beginning, it was Preston who latched onto the oils and turned to them for natural interventions with the kids. Before long, the family was hooked.

After a year of loving the oils, Tena received a text from Kari, who was at Leadership. “Tena,” it read, “I can see you on this stage one day.” Tena had been learning about Kari’s experience as a builder and the remarkable financial freedom dōTERRA afforded their family. Kari’s text got her thinking about the rich skillset she could bring to dōTERRA from her own company. Tena is business savvy, as well as a natural leader and a powerful speaker. But as excited as she was about this potential opportunity, she knew that if she was to do this, she wanted Preston to be a partner.

For Preston, it was an easy sell. The couple determined that they would

dive into the business head first. Individually, they leveraged their available networks—Preston at his gym and Tena at her company. They shared boldly and invited successful professionals, friends, and family to join them in this group venture for a better life. The chemistry was powerful; their ever-growing team is glued by clear vision and collaborative support. Everyone is invested.

This is especially true in the Pettis home. While Preston and Tena are equally yoked partners, their kids feel just as invested in the business. While working toward Diamond, Preston and Tena promised their children that once they met their goal, they would take a family vacation to Mexico. As their parents worked hard and the family made sacrifices to achieve their goal, the kids were there to exact daily accountability. When they hit Diamond, it was a family effort, a family victory.

THE POWER OF AUTHENTICITY

THE BOLD ASK

“Skirting around direct invitations or general social media posts will not attract the people you want. Start with the people you love and trust and boldly ask them to join you in this pursuit of freedom.”

SHARE FROM YOUR HEART

“Ban marketing speak, which distances you from those you want to reach. Be authentic and use your real voice, your real experiences, your real heart.”

SEEK OUT YOUR DREAM TEAM

“Choose people that you love and trust. Think, who do I want in my world? Who do I want by my side? Consider their strengths and your weaknesses. Above all, select team members that will elevate your vision.”

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

Andrea Monge

SAN JOSE, COSTA RICA

Goals Will Get You There

Andrea was at her sister's home when she first heard about dōTERRA®. It wasn't until she and her husband attended an event hosted by Kenny Anderson and Darren Gates that she opened an oil bottle. She was immediately enthralled with the product. While at this event, she and her husband learned about the business opportunity available through this remarkable company.

The couple had been considering the possibility of changing career paths, but the timing never seemed right. However, hearing Kenny speak about the oils and the new frontier dōTERRA represented, Andrea felt a nudge to act.

"It was a decisive moment for me," Andrea says. "Financial and time freedom, as well as a means for sharing natural health solutions, were exactly what we were looking for." From their positive experience and the new information they had acquired, they were ready to take part in the dōTERRA family.

Andrea's previous work experience in natural products made it easy to become a dōTERRA Wellness Advocate.

Andrea is encircled by a close-knit support system. Chief among her supporters is her husband; she is happy to have had him as her partner from the beginning of this journey. Additionally, Andrea is grateful for the hands and hearts of her cousin, Milton; her sisters, Ivannia, Viviana, and Adriana; and of course, her devoted parents. Says Andrea, "We all work together to make this business bloom."

Beyond her family members, Andrea has found valuable mentors and coaches in her upline. These dōTERRA leaders assisted her in the logistics of establishing her business and setting up classes, but they also helped her become self-sufficient. With their guidance, she is now



"I often tell people, *aférrense a sus metas*, which means 'cling passionately to your goals.' There will be times you feel yourself slipping, but if you reach out and grasp onto your goals, they will be the lifeline you need to survive the hard times."

a confident Diamond who has the resources and experiences to serve and support other builders.

She is motivated by a constant opportunity and call to help others improve their lives. In fact, the dreams and aspiration for Diamond rank in her downline is what ultimately pushed Andrea to aim for Diamond herself. "I heard my team members voice desires to achieve at a level I wasn't focused on. That inspired me to turn outward and ask how I could help them reach their goals. Along the way, I adopted the same goals for my family, and we have been blessed."

As this new chapter of Andrea's life unfolds, she holds her family near. dōTERRA gives her the gift of quality time with her daughter, husband, and parents. She is grateful for the privilege of staying home with her daughter, traveling with her loved ones, and sharing a product that truly changes lives.

COMMIT TO THE BASICS

Have a strong mind. "This business requires a lot of sacrifice at the beginning. You have to sacrifice time, resources, and other things that are difficult to give. Stay mentally fit so you can remain firm in your vision you have set."

Set goals. "Set short-term goals and follow up daily, weekly, and monthly. If you consistently achieve those short-term goals, you will steadily approach the long-term, life-vision goals that sometimes feel elusive."

Develop discipline. "I have had to train myself. It isn't easy to continually demand more of yourself—to push past what is comfortable or familiar. Yet, that is how we grow."



Alicia Thomas

SPARKS, NEVADA, USA



BUILT BY FAITH

“dōTERRA is my purpose—my passion! I want to help others feel empowered, through living a life free from struggle and worry. My hope is that everyone I encounter will live a life full of love, abundance, and well-being.”

Alicia Thomas describes herself as being “built by faith.” Her faith, she says, “is so much stronger than circumstance.” Because of this deep-rooted belief, Alicia has a gift for seeing endless possibilities and persevering through the struggle, even when life doesn’t go as planned.

Alicia’s son, Sawyer, spent the first three months of his life struggling with health issues. Alicia recalls, “As a new momma, my days were long—and my nights were longer.” The Thomas family had always strived to live a holistic lifestyle, but Sawyer’s health concerns allowed that passion to grow.

Alicia remembers, “My sweet friend asked if she could bring over essential oils. I laughed.” Despite her initial reaction, Alicia agreed. They applied Lavender to the bottom of Sawyer’s feet. The calming aroma allowed

Sawyer to relax, and he began sleeping peacefully.

Once Alicia’s order arrived, she began incorporating essential oils into her family’s holistic lifestyle. She used them for respiratory support, digestive discomfort, and promoting restful sleep. “I was hooked,” Alicia recalls. “Being an advocate for maintaining my family’s health was empowering.”

Being in the field of education, sharing and serving came naturally to Alicia. She says, “As I began to use dōTERRA® products and see the results, I could not stop sharing with family and friends. When someone was complaining, I was thinking, I have an oil for that.”

At first, Alicia just wanted to earn enough money from her dōTERRA business to pay for her products, but her why became greater than

that. Alicia says, “I dreamt of having the time and financial freedom to be at home raising my boys. I knew once I hit Diamond, I would be able to live out my why.”

With an incredible support system, Alicia began to push forward. She explains, “My husband has been my biggest supporter. He understands the sacrifice and sees the vision.” Alicia also relied on her upline for strategy and guidance, and she leaned on her leaders for education and events. In that way, she is also grateful for their faith in her!

She considers the month she reached Diamond as a team achievement. Says Alicia, “My leaders’ energy was insane. We all saw the vision. Diamond is my team’s achievement; without them, I would not be here today.

MAINTAINING PERSPECTIVE

SET BOUNDARIES. “Set healthy boundaries for your business. Go on dates with your husband, spend time with family, and take care of yourself.”

DON’T COMPARE. “Don’t fall into the comparison trap. Don’t ever compare your beginning to someone’s middle or end.”

BELIEVE IN YOURSELF. “Eighty-five percent of this business is belief in yourself. Radiate confidence. If you don’t believe you can be successful, no one else will.”



Gina Cho

ARLINGTON HEIGHTS, ILLINOIS, USA



HUNGER & HUSTLE

“My success in dōTERRA has given me renewed hope that I could be holistically healthy—with a clear mind, a strong body, and a job I am passionate about—and create a team that empowers others toward health, hope, and financial freedom.”

Gina Cho was discouraged. Nearly two and a half years had passed since she began her dōTERRA® journey, and while Gina was sharing the oils with success, life was pummeling the Cho family with hardships; the financial freedom they were hungry for seemed ever more elusive. “We experienced a huge financial and legal crisis in 1998,” Gina recounts. “The year 2009 brought additional complications, leaving me as a single parent with no resources in nearly impossible circumstances. The events plunged us into poverty. We lost our home to foreclosure, and in the wake of economic crashes, I lost my job as a CPA. I was raising six kids alone and worked four jobs to make ends meet so I could build dōTERRA. I was at a major crossroads of feeling ‘stuck’ at Gold and knowing I had to take a big risk toward financial independence, and one day to financial freedom.” The round-the-clock hustle required to keep striving towards Diamond was wearing on Gina.

One day the exhaustion halted her. Sensing her discouragement, Micah, Gina’s 10 year-old son looked her in the eyes and lovingly asserted, “Mom, I just know you’re going to reach Diamond some day!” Micah was right; Gina’s tenacity and resourcefulness carried her through the low points of her journey. Today Gina embraces her six children with gratitude for their persistent faith in her and a brighter future for their family.

To some, Gina would seem an unlikely candidate for direct sales and network marketing. She admits her conversion to dōTERRA surprised her, too! As a former CPA, she is hardwired to audit everything with acute skepticism. Yet, Gina’s first-hand experience with the oils’ effectiveness opened her eyes and her heart to dōTERRA products. When Gina was first introduced to the oils she was anxiously nursing a head injury. She was desperate for a natural solution that would allow her to keep a teaching appointment she urgently needed to keep the family afloat. Her frantic search

led her to dōTERRA and her love affair with essential oil education began.

Gina went on to build an impressive empire of essential oil education, yet she muscled her way to success without most of the resources available to others. For example, Gina has never taught a class in her own home. For most of her journey, her family of seven was crammed into a 1,000 square foot apartment and living off food stamps. Gina did not own a laptop and her access to technology was limited. These challenging circumstances would have easily held other builders back, but Gina’s dire need humbled her. She sought out and maximized every free resource available to her. She taught classes in free library spaces, borrowed friends’ computers, and used her Fast Start bonuses for gas and grocery money.

While Diamond rank brings with it the promise of less hungry hustle, the memory of the Cho’s struggles is still fresh. It was only last summer that Gina invested in Diamond Club. For four months the family sacrificed in hopes that their efforts would result in financial traction. Their hard work paid off! Gina placed thirteenth in Diamond Club and at the end of the year, the family was finally off food stamps.

Gina’s advice to fellow hustlers is simple, yet profound. “Start where you are. Use what you have. Do your best—always. This is the formula for opportunity.” With the shadows of sad times behind her, Gina says she and her children face the dawn of brighter days “all by the grace of God.”

How to strategize with both intention and intuition

- Become a true product of the product.
- Be prepared to share oils intentionally and naturally.
- Look for openness and walk towards those who walk toward you.
- Create value with continual support and oil education.
- Build trust by listening to people and meeting them where they are on their health journey.

Magali Sermondade

EUROPE

Swept Away

“Never give up. Always believe you can reach Diamond. Continue to personally enroll people. Keep that energy that makes you want to share what you love.”

Magali Sermondade's first introduction to dōTERRA® was the AromaTouch Technique®. Having done massage in the past, Magali was familiar with essential oils but had never seen any to match the quality of dōTERRA oils. She remembers, “During the AromaTouch session, I forgot all my problems. I was transported to paradise. My mind was set free. When the session finished, I smelled the Wild Orange and was amazed. I had never smelled an essential oil that swept me away. I had the impression that an orange was right in front of me. I ordered my first kit that day, and since then I have used essential oils every day.” She knew then that she would be a longtime oil user.

Like many others, Magali wasn't interested in the business side of

dōTERRA when she started out. It was not until a few friends asked her how to use dōTERRA while they were at an AromaTouch Technique class that she decided to become a Wellness Advocate. Magali's original goal was to reach Gold so that she could teach the AromaTouch Technique to others. Almost immediately, she knew this goal was possible for her because of her supportive team. She says, “My team is always there to motivate me to build my business.”

Having a supportive team is also important at home. Magali and her husband work together to raise their two young children. Her husband is always supportive, watching the children while Magali hosts classes and other dōTERRA events. Her family loves the products. Her children are

always asking, “Is there an oil for that?” Balancing her time between family and work isn't always easy,” she says, “ but I plan my schedule so I have time to make my calls and do my follow-ups when they are at school and in the evenings when my husband is back home. I don't do any work from home when they are with me. dōTERRA is a school of life. I have learned to be 100 percent present for my family when I am with them.”

Magali is grateful for the opportunity that dōTERRA has given her to provide for her family. She loves sharing essential oils and other products with everyone because she truly believes in them. She is eager to continue her personal development, alongside her business development.

WORDS OF WISDOM

SHARE WITH YOUR HEART. “I talk about my personal experiences with oils with my heart and passion. The most important thing is to talk about oils—open your mouth as soon as the opportunity presents itself. I sincerely believe that essential oils can help everyone.”

FIND THE RIGHT PEOPLE FOR YOUR TEAM. “My team and my leaders always encourage me to continue to build my business. Having their support guides me in the right direction. Communicate with your team at least once a week.”

TAKE CARE OF YOURSELF, THEN OTHERS. “Now that I am a Diamond, I understand how important self-care is. Before, I gave everything I had, and sometimes forgot to take time for myself and to spend quality time with my family. Now that I am the priority, I take time for myself and can be more available for my family, friends, and team.”

Shelley Fuge

ELIZABETHTOWN, PENNSYLVANIA, USA

Empowerment for Everyone

"This business will demand the best of you. You are confronted with your weaknesses, but in a process full of grace, you are able to transform into the best, empowered version of yourself."

Shelley's entrepreneurial spirit is innate and tenacious. Even while at home with her children, she was always involved in some kind of business venture. When her youngest started preschool, however, Shelley was looking for a new opportunity.

It was around this time she was approached by a builder, but she quickly said no. "I didn't feel qualified for the responsibility of helping others in the field of health and wellness," she remembers. When her friend persisted, Shelley finally agreed to host a class, in hopes of ending the conversation. However, despite Shelley's belief that the class would be a dead-end, she put her heart and soul into the event. She explains, "In everything I do, I go big or go home. I started inviting everyone who had a heartbeat. Then, because of the overwhelming interest I received, I started reconsidering my own hesitations."

After the success of her event, Shelley sat down with her husband, Jonathan, to consider the possibility of building with dōTERRA®. They both agreed that if they committed, they would go full throttle down the road to Diamond and get there fast. They purchased the Diamond kit and never looked back. In their first month with dōTERRA they hit Premier. They proceeded to reach Silver in their second month and Gold in their third. Finally, after just 10 months sharing oils, they achieved Diamond.

Shelley asserts that the brilliance of the Diamond rank comes from the radiant people surrounding and supporting her. Speaking of Jonathan, Shelley says, "He has always encouraged me. He's given me wings to fly. While he's seen me start things and maybe not finish them, when this opportunity presented itself, he believed in me and said, 'Hey I'll do this with you.'" Likewise, the couple's kids—

Caleb, Katelyn, and Julia—have been avid supporters of what they consider a family venture. Shelley is also thankful for the examples of her family members. "I love that my parents raised me and my siblings to be independent go-getters. My siblings—Wesley, James, Amy, and Katie—inspire me daily." She also wishes to thank Beckie Farrant and Bonnie Donahue for changing her life forever.

Shelley's road to Diamond has been marked by her love for and interest in her fellow travelers. "Humanity is awesome," she says. "Everyone has something awesome about them, and I can pull that strength out. Most of the time I believe in people more than they believe in themselves." This is probably why she was able to build such a diverse team so quickly. From Mennonites to New Yorkers, there's a place for everyone looking for greater empowerment and opportunity.

B2B BUILDING

"I have partnered with some local business owners to add value to their business. The shop owner may not be a Wellness Advocate or user of oils, but asking what can I offer the business owner almost always leads to a creative and mutually beneficial partnership."

As you approach business owners, focus on the following questions:

1

What value can I bring to what the owner is already doing?

2

How can I make the business owner look good?



Kenny & Lindsey Gale

BELGRADE, MONTANA, USA

Natural Nurturer

"I truly believe that anyone can build a successful dōTERRA business, and that is amazing! There are no required credentials for becoming a top leader in dōTERRA. Building is hard. It requires you to grow, to challenge yourself, and to become a better version of who you are, but it is also possible. The income we receive for the effort we invest is exponentially more significant than any other field I can think of. For anyone looking for a place to grow, develop themselves, and create a financial pipeline, I really believe dōTERRA is the best opportunity I've ever encountered."

Lindsey had always been a fan of natural healthcare; however, until she encountered dōTERRA®, the products she had tried were not real wellness solutions. One day, Lindsey's friend and Blue Diamond Tanya Cotterell, invited her to a class. Looking back, Lindsey recalls, "We were in a tight place financially, and I think she almost didn't invite me for that reason!" Luckily, the invitation was extended, and received, and Lindsey finally discovered the avenue of wellness for which she had long been looking.

"My son had been dealing with significant digestive issues," Lindsey explains. "The oils were profoundly effective in supporting his digestive health. I had never before experienced such effective and consistent natural interventions. The more we used the oils to address acute issues and support overall health, the more impressed we became."

Having witnessed the benefits of essential oils in her own home, Lindsey was desirous to share dōTERRA products with others. Previously, she worked as a full-time mental health

therapist for emotionally disturbed children and often struggled with the lack of progress she saw through the traditional and accepted approaches. "When I first began to think about building a business," she explains, "I felt God tell me that my role was to love and serve others and He would build my business." With the support of her family, Lindsey bravely stepped into the business of blessing other people.

A nurturer at heart, Lindsey was keen to help others heal beyond their physical wellbeing. Many people seek financial healing. "When finances are a major stressor, a person cannot experience wholeness," she says. "In this business we get to offer a truly complete picture that integrates the physical and mental health components, but also addresses the financial and lifestyle needs as well." Lindsey continues, "This is so significant in my mind because our family was in such a place of financial need when we were first introduced to dōTERRA. The transformation we experienced in our finances and our living situation was so drastic, I can't help but offer this opportunity for financial healing.

We are here to love and serve; sometimes that means stepping outside of our comfort zone to meet the needs of those in our lives."

Now, Lindsey can look back and appreciate the mountains and valleys through which she has passed. In her words, "There have been seasons of distraction; rank goals or strategy got in the way and, as a result, the business suffered and growth slowed. But, as soon as I shifted back into loving and serving, my team and the business thrived."

Says Lindsey, "That definitely doesn't mean sitting back and watching things happen! There were times when I knew our team needed us to serve them by traveling and doing Diamond Club, or offering business trainings. Loving and serving can take on many forms, but it has always remained the guiding principle of our business. I am so grateful to my amazing husband and children, and our dōTERRA family! It has been such a delight to know God is my partner in this pursuit. Together we seek to love, serve, and change the world one drop at a time."



SMART STRUCTURE

"Structuring is part art, part science, part magic. Sometimes our structures don't look the way we want them to. Part of our tree crumbles, someone quits, or there's conflict on a leg. Don't get hung up on the imperfections. Here are some guiding principles that have helped me along the way."

KEEP FAMILY TOGETHER AS MUCH AS POSSIBLE. "This creates a natural support community and enrollment momentum is generally greater."

THINK IN TERMS OF LOCAL SUPPORT AND RELATIONSHIPS. "If someone is enrolling in an area where I already have an active builder, I will place them on his or her team so they can benefit from local support and collaboration. Likewise, if a new enrollment is already close friends with a builder, I naturally place her with her friend."

MANAGE THE DIRECTION OF GROWTH. "I encourage my team not to build too wide of a front line. I think it is easy to get so focused on Power of 3, and before you know it, your front line is 20 members wide! This can impede rank advancement."

Sergio Ange Abundis Roderiquez & Claudia Ramirez

MEXICO CITY, MEXICO

REMARKABLE POTENTIAL

With their toddler son suffering from stomach problems, Claudia and Sergio Ramirez embarked on a pilgrimage, seeking help from specialists and exploring various treatments. Nothing seemed to be working, and the alternative of mainstream solution seemed risky.

On the advice of their primary care physician, they decided to try natural interventions. dōTERRA® essential oils provided the Ramirez family with a natural, benign option. Claudia and Sergio knew that, unlike other treatments, if the oils did not help, they would not harm him either. “We had nothing to lose in trying them,” remembers Claudia. “While my husband’s years of experience in the pharmaceutical field made him skeptical, I was filled with hope.”

When the Ramirez family saw real results from the oils, Claudia got excited, “but the amazing success we experienced,” she says, “made me want to share these invaluable new tools!” Claudia’s discovery of dōTERRA coincided with a low point in her professional life; she was not satisfied in her work, and the newfound passion she had for the oils made the business opportunity seem even more compelling. Additionally, Sergio had just lost his job.

In her first meeting with leader Erik Gonzalez, Claudia knew she wanted to sign up as a builder. The organization under which she enrolled did not have many people in it, so she was asked to host an introductory event. She remembers the doubt that began to creep in at that moment. “For me, this was a very stressful thing, since I

knew it would be a major sacrifice for my invitees to attend,” Claudia says. “Fortunately, my friends did come, and my husband was also there!” Thus, the Ramirez family began building their business.

From the start, Claudia has loved her work as a Wellness Advocate. “I believe that I’ve been prepared my entire life for this! God has perfect plans for each of us. I feel very fulfilled in my work with my dōTERRA business. Finding this job was like the process of dating; I had to try out many opportunities until I found the one I wanted to live with for the rest of my life. I found the company that shares my ideals, has a tremendous moral anchor, and has a big heart towards humanity. This allows me to develop the best version of myself and help my team members rise to their remarkable potential.”

SUCCESSFUL STRUCTURING

- Place at least two close family members or friends that you trust completely.
- Focus on motivating others.
- Learn to how to learn more about people.
- Emphasize steady and solid growth in your team.

“I have always wanted to reach Diamond, and I was sure I would someday reach it, but without my leaders on that same wavelength, it wasn’t going to happen. It wasn’t until we all decided to work together that we began to experience real growth across all directions of our structure.”

Ministry vs. Job

BY SUE-ANN GRANN

When we look at our role as Wellness Advocates as our ministry instead of our job, the right customers and leaders are drawn to sharing our journey! Using our dōTERRA business as a vehicle to serve others never feels like work! I like to say that my worst dōTERRA day is still better than my best day in corporate America because we're building something that truly changes lives and healthcare as we know it.

When we had four children in two years—triplet boys and then a little girl—I took time off my communications career to raise my family. Ten years later I came up for air. I was considering part-time work when one of my boys experienced a major health issue. It was a close call that made me reevaluate my blind faith in traditional healthcare. My little guy had struggled for years with a health issue that led to medical care and dramatic diet changes. This drove me to late-night research on holistic health and natural solutions.

While searching for the key to natural health, I was also praying about a way to return to work so we could contribute to four college funds. I wanted to alleviate some of the financial pressure my husband was feeling. During this time, I felt a strong calling to use what I had learned during Gavin's health concern to inspire and educate other moms. When I was invited to a dōTERRA® class, I felt God's persistent urging to say yes to the oils and the business opportunity. The puzzle pieces came together in July 2015. I attended a training, launched my business with four classes, and attended my first convention. I was fired up!

Although I felt, through divine inspiration, that this was what I was meant to do, for the first several months of my dōTERRA journey I held on to limiting beliefs. I had no sales experience. Plus, I had reservations about working for a multi-level marketing company and feared that my passion wouldn't yield a paycheck.

A training called "Leaders' Circle," however, helped me trust my instincts that these were amazing oils and dōTERRA was a company of integrity. I was reminded of a college broadcasting professor saying, "Attitude is 80 percent of the job." In a business that appeared to have many uncontrolled variables, I knew attitude was something I could completely control.

Get Gritty

There are no shortcuts to excellence! Get gritty! What we lack in knowledge or talent, we make up for in passion and perseverance. Some days, it's frustrating and inconvenient to follow through on your commitments. Do it anyway! I promise, your team will notice whether you do or you don't! For me, the days I'm tired or overwhelmed are the best days to just do it. Doing so renews my hope, my energy, and gets me out of my own head. Often,

these are the days God brings me someone who wants to do the business or who desperately needs these oils for his or her health! What a gift!

Embrace Struggle

We all experience doubt. Can I do this? Is it worth my time? Will I make more money? If there is no struggle, there is no progress. Strength and growth come through consistent effort, continuous belief, and conquered obstacles. Our struggles happen for us, not to us; they shape us into better humans and leaders. If we're transparent in letting our business partners know we experience such setbacks, we develop a common understanding, feel compassion for them on their journey, and are able to give and receive grace freely.!

Turtle Wins the Race

Busy raising a family? Working full time? I tell my team it's okay to move at a slower pace with your dōTERRA business, as long as you're STEADY! Allow yourself to dream!

And write down those dreams; they become your goals! Broken down into small, attainable bullet points, they become your hourly, daily, and weekly routine—your secret to success!

If you commit to dōTERRA for the long term, every decision to show up daily in small and consistent ways brings you one step closer to attaining your goals. It may be spending an hour one day text blitzing for BOGOs, committing to a regular weekly class, following up immediately after a booth, or making the decision to teach that one person who committed to come.

I find it no surprise that turtles keep turning up everywhere I go—in the guest rooms and gardens of the leaders I visited during Diamond Club, as gifts from unknowing friends, and even on my front door-step—as a sign to keep going! "Slow and steady progress" is my mantra!



dōTERRA® WELLNESS ADVOCATE *Recognition*

TRIPLE DIAMONDS



PATRICK & ALLYSE SEDIVY

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



ERIC & ANDREA LARSEN

DOUBLE DIAMONDS



KACIE VAUDREY & MIKE HITCHCOCK

PRESIDENTIAL DIAMONDS



MATT & KELLY ANDERSON



CORINNA CHUSE BARRUS



TARA BLISS

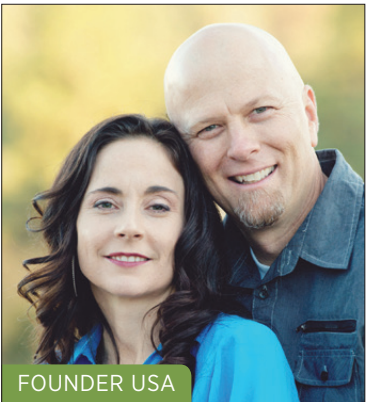
PRESIDENTIAL DIAMONDS



ELENA BROWER



JERRY & BRANDI BURDINE



JAMES & ROXANE BYBEE



MAREE COTTAM & DIRK VANDERZEE



VERN & JENNY CRAWFORD



MARK EWEN & CHRISTIAN OVERTON



SCOTT & RHONDA FORD



NICK & JEANETTE FRANSEN

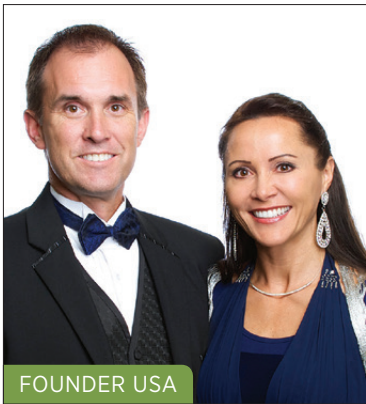


JEFF & JEN FREY

PRESIDENTIAL DIAMONDS



LI & LANCE FRYLING



ROGER & TERESA HARDING



JOHN & MELYN HARRISON



MATT & SARA JANSSEN



JOSH & SEASON JOHNSON



KYLE & KIERSTON KIRSCHBAUM



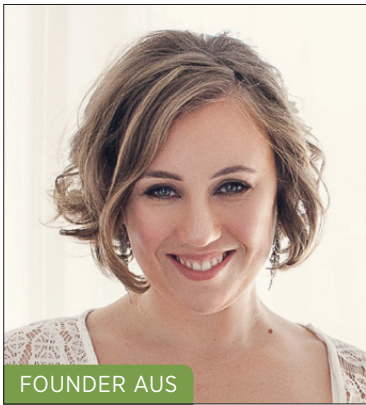
JOE & LORI HAYES



SHANE & REBECCA HINTZE



PAUL & BETSY HOLMES



MIKALENA KNIGHT



ASAKO KOBAYASHI



GABRIEL & HOLLY LO



NATE & BRIANNE HOVEY



CHUN MING HSU & HSIN PEI HSIEH



CLAY & JESSICA IDTINGS



ZACKERY & STEPHANIE MARTIN



JOSH & KEELI MARTINEZ



STEVE & KIMBERLEY MILOUSIS

PRESIDENTIAL DIAMONDS

PRESIDENTIAL DIAMONDS



NATE & DANA MOORE



KC & JESSICA MOULTRIE



ALICE NICHOLLS



SUMIKO NOBORI



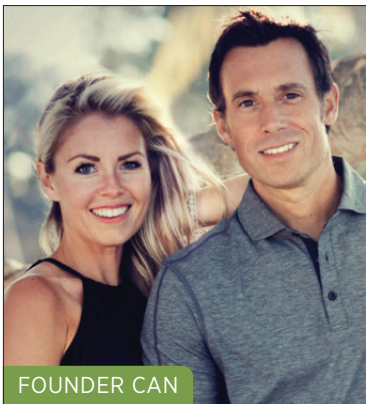
RIYO OGAWA



PAUL & VANESSA JEAN
BOSCARELLO OVENS



ERIC & KRISTEN PARDUE



ANGE & CHRIS PETERS



ADHEESH PIEL & SANTOSHI
STONE

PRESIDENTIAL DIAMONDS



MARIE-KIM PROVENCHER



KIM REID



JESSIE REIMERS



GARY & KARINA SAMMONS



RYAN & DANI SMITH



BRAD & DAWNA TOEWS



JOEL & SHERRI VREEMAN



MELODY & WALTER WATTS



CHRISTIAN & JILL WINGER

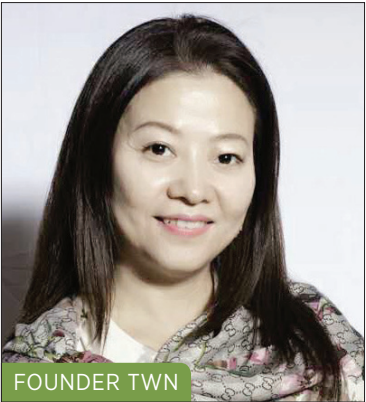
PRESIDENTIAL DIAMONDS



KEVIN & NATALIE WYSOCKI



TOSHIYA & IZUMI
YANAGIHARA



FOUNDER TWN
PEI CHI YI

BLUE DIAMONDS



PAUL & DELMAR AHLSTROM



WILBUR & JESSICA ANDREWS



DAVID & ASTI ATKINSON



FOUNDER USA
DANIEL & CRISTINA BENITEZ



KEN & WENDY BERRY



MATTHEW & JANNA BERRY



MELFORD & CONCETTA BIBENS

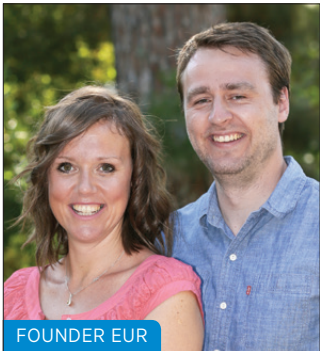


NATALIE BLACKBURNE

BLUE DIAMONDS



JEREMY & MICKI BOBERG



FOUNDER EUR
NATHAN & REBECCA BOWLES



DR. JAMIE & CHRISTINA BOYER



FOUNDER USA
CHRIS & KAREENA BRACKEN



JENNIFER BRADY



FOUNDER EUR
MARIO JÖLLY & SABINE
BUCHNER



BEN & CAMI BUCHTA



FOUNDER CAN
SUSAN & DAN BURSIC



JEFF & CHERIE BURTON



FOUNDER EUR
GERARD JR. & CARMEN BUSCH



ANNE CALHOUN



KIM & JERRY CAMUSO

BLUE DIAMONDS



BRADY & MICHELLE CANNON



JUAN JULIAN CARBALLO ESPINOSA & REYNA BEATRIZ HERRERA REYES



JUI CHANG & CHIA HSIU JUAN



ETSUKO & RICK CHIDESTER



HUNG WAI CHOI



DAPHNE & DARRIN CLARK



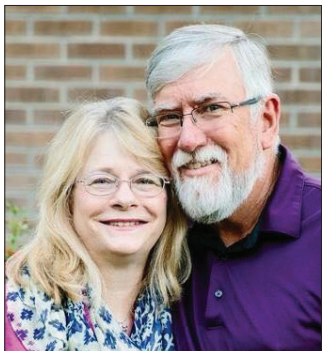
SPENCER & BRIANNA COLES



BRETT & FARRAH COLLVER



WILLIAM & KARI COODY



RICHARD & ELIZABETH COPELAND



ADAM COPP & ROSIE GREANEY



JAMES & TANYA COTTERELL

BLUE DIAMONDS



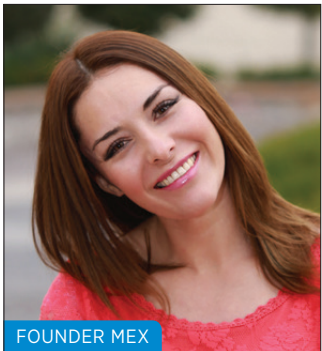
STEVE & GINNA CROSS



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

BLUE DIAMONDS



EM FALCONBRIDGE



DAMIAN & JENNA FANTE



LEONIE FEATHERSTONE



CHRISTY & ANDREW FECHSER



BARRETT & CARA FINES



ARIN & GABE FUGATE



LOUIS FUSILIER & MONICA
GOODSELL



AL & MAUREEN GARCIA



ANDY & MISSY GARCIA



MARC & JENN GARRETT



JEFF & KATIE GLASGOW



DR. ANDREW & RUTH GOUGH

BLUE DIAMONDS



STEVE & KRISTINE HALES



LINDSAY & CRAIG HAMM



MARTY & JIM HARGER



AISHA HARLEY & LARRY
SPILBERG



FOUNDER CAN
DRS. MARISSA HEISEL & PETER
KRAVCHENKO



FOUNDER MEX
IAN & PAOLA HERREMAN



BRYANT & BRIANNA HESS



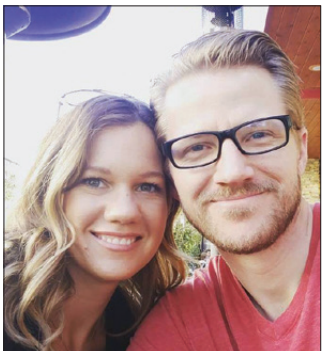
JIM & LARA HICKS



JESSE & NATALIE HILL



FOUNDER MAL & SGP
STANLEY HO & LAM YEE MUN



JESSE & BREANNE HOUSTON



BENJAMIN & STEPHANIE
HOWELLS-SCOVILLE

BLUE DIAMONDS



CHIH JUNG HUANG & CHEN CHANG



CHING YING HUANG



MICHAEL HUANG



RICK & KATHY HUNSAKER



BRIANNE HURDAL



MARY HYATT



TAKESHI IGARASHI



JACKIE ISLES



LAI JAUCHING



CHRISTINA & LEWIS JESSUP



JARED & RACHEL JONES



LISA & RICHARD JONES

BLUE DIAMONDS



JEREMEY & ANNETTE JUKES



HENRIETTE KALGRAFF



DRU & GINA KIESEL



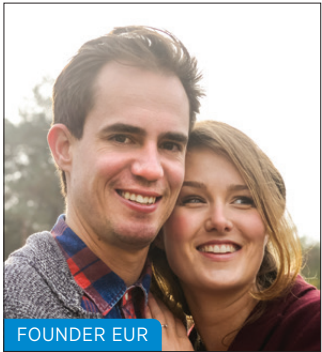
LAURA & SHAWN KING



MATT & BAILEY KING



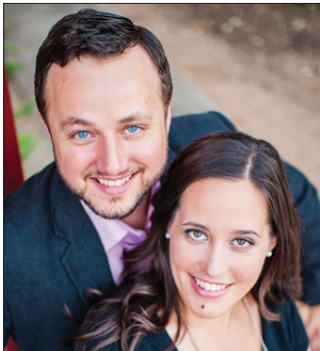
MIKE & MEGAN KNORPP



WILLEM-PAUL & LOUSSANNA KOENEN



WEN HUNG KUO & SHIH AN KUO



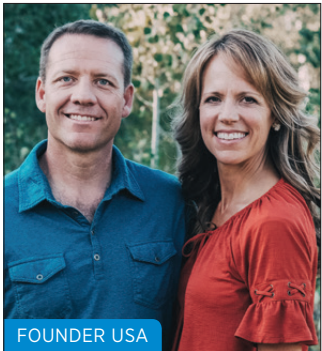
JON & DUQUESA LAMERS



LAURIE LANGFITT



DANNY & NICOLE LARSON



JUSTIN & TAHNA LEE

BLUE DIAMONDS



FUXIAN LI & LING LING ZHANG



FOUNDER TWN
YU YIN LI



PO HSIU LIN & FANG SU KUAN



JOANNE LING & TRACEY FRY



FOUNDER TWN
CHIH JEN LIU & MAN TSAI



STEVE & RACHEL LOTH



JEN LUKE



STEVE & TRACY LYMAN



DAVID & HEATHER MADDER



KELLY MALLINSON



ALONTO & DESIREE
MANGANDOG



JULENE MARTINDALE

BLUE DIAMONDS



FOUNDER JPN
TERUMI MATSUSHIMA



AARON & TONYA MCBRIDE



TONY & AIMEE MCCLELLAN



JOSH JELINEO & BEBE MCFALL-
JELINEO



ROGER & CAROL-ANN
MENDOZA



DAVID & TAMMY MILLER



JARED & NICOLE MOULTRIE



HOWARD NAKATA



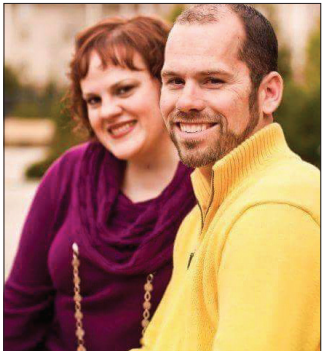
JODI & MARK NAYLOR



ROSIE NERNEY

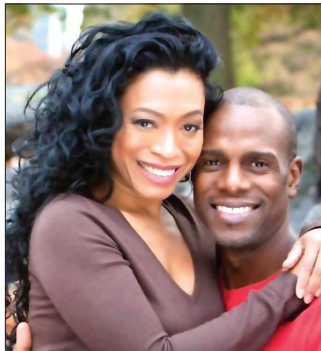


FOUNDER MAL & SGP
ANGIE NG



JONATHAN & DEANNA
NICHOLS

BLUE DIAMONDS



DR. ZIA & KY NIX



JEFF & CRYSTAL NYMAN



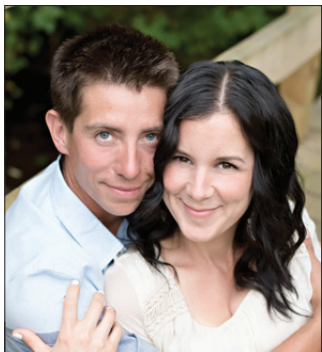
NATHAN & JENNI OATES



RICHARD & JENNIFER
OLDHAM



DR. JOHN & HEATHER
PATENAUDE



SARAH-JANE PEPPER & TYLER
HERR



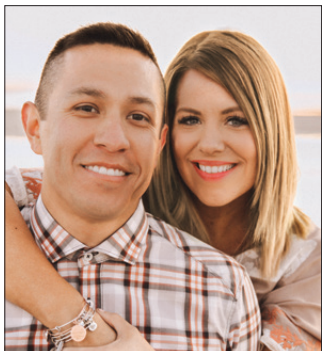
CHRISTINA PETERS & MICHELLE
MCVANEY



LASSEN PHOENIX & BRYAN
HUDDLESTON



GERALYN POWER & DANIEL
SALOMONS



AUBREY & BOBBY PRUNEDA



SABINE & MATTHIAS
QUARITSCH



JENNA & ANDREW RAMMELL

BLUE DIAMONDS



ROD & JEN RICHARDSON



WINDI & SAMUEL RIFANBURG



FOUNDER USA
BURKE & NATALIE RIGBY



FRANK & JACQUELINE RITZ



JENNIFER & VERON ROBERTS



FOUNDER MEX
DANIELA & FERNANDO ROMAY



JUDY RUSHING



DR. ANDREA RYAN



JOSIE SCHMIDT



TENILLE & MATT SCHOONOVER



FOUNDER CAN
JANE SCHWEITZER



JEFF & DIANE SHEPHARD

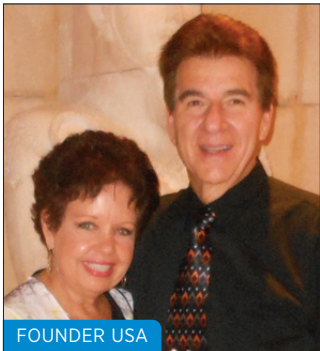
BLUE DIAMONDS



TERRY & LIL SHEPHERD



KIM & DARREN SMADIS



DAVE & PEGGY SMITH



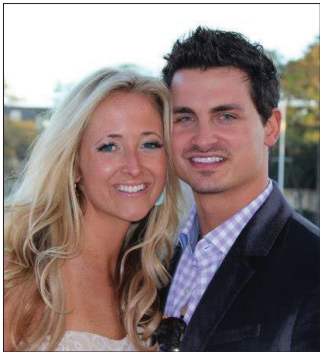
MARCY SNODGRASS



DR. MARIZA SNYDER & ALEX DUNKS



NATHAN & MINDY SPRADLIN



STEFANIE & BRANDON STAVOLA



JIM & TAMMY STEPHENS



JAMES & CHELSEA STEVENS



LAURA STOKER

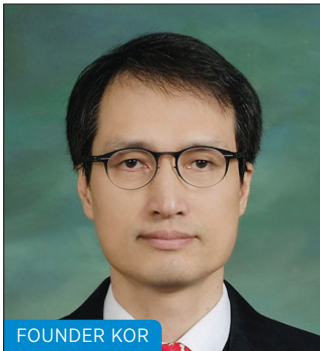


JEFF & MEGAN STYBA



SHENG HAO SU

BLUE DIAMONDS



HOON SUH



CHEN CHIEN TANG & CHIAH LING LI



BILL & MEAGHAN TERZIS



AMY THEDINGA



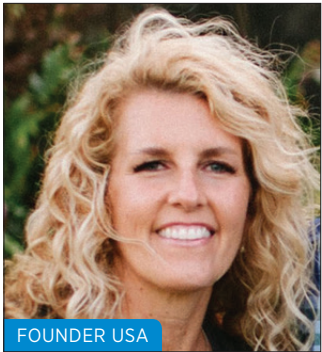
BETTY TORRES



MATT & ALICIA TRIPPLETT



JASON & ALLISON TRIPP



GINA TRUMAN



CHERIE & MAX TUCKER



RENEE & BYRON TWILLEY



FUMIKA UCHIDA



KARI UETZ

BLUE DIAMONDS



MARK & LORI VAAS



SHANE & KRISTIN VAN WEY



CIERRA & TANNER VANDERPOL



MICHAEL & SARAH
VANSTEENKISTE



EDDIE & ANGELA VILLA



PETE & CARRIE VITT



HEATHER & AARON WADE



KENNETH & STEPHANIE
WAHLBERG



CHARLES & HELEN WANG



FOUNDER TWN
WENDY WANG



MARK & TAMALU WATKINS



AMY & CHARLIE WIDMER

BLUE DIAMONDS



JOHN & KALLI WILSON



LISA WILSON



JARED & SHEREE WINGER



DANIEL & AMY WONG



EDWARD & LINDA YE



HUANG HUI YU & WEN
CHIANG SU



SUN ZHONG & XI FUCHUN

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



ALICE ABBA



ELVIRA ABBOTT



DR. JOHN & JENNIFER ACCOMANDO



AMBER & JOHN ADAMS



ATANASKA ADAMS



KATIE ADAMS



KATHY & BRAD ALLDREDGE



KEVIN & NICOLE ALMEIDA



FOUNDER MEX
BRENDA ALTAMIRANO & OSCAR CORDERO



FOUNDER MEX
LORENA ALVARADO MORALES



KELLY ALVIS



DAVID & SHANNON ANDERSON



NEAL & ERIN ANDERSON



SARAH ANDERSON



KELLY ANDREWS



JENNIFER ANTKOWIAK



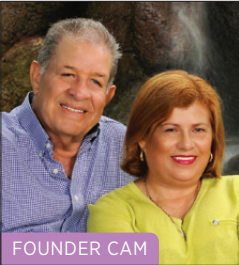
KISANE APPELBY



CLAUDIO & JANAE ARANCIBIA



FOUNDER MEX
LUZ MARÍA ARGUELLES



FOUNDER CAM
ANA LEDA ARIAS & CARLOS PANIAGUA

DIAMONDS



JUSTIN & BRIDGET ARNOLD



ROBIN ARNOLD



FOUNDER JPN
KAZUYUKI ASAKAWA



KEVIN & LAURELL ASAY



KAREN ATKINS



PETAH-JANE AUCKLAND-HALL & URA AUCKLAND



ROBERT & KELLEY AUGI



BENTON & ELIZA BACOT



FOUNDER USA
PETER & SUSIE BAGWELL



NATE & KELLY BAILEY



FOUNDER MEX
PERLA BALDEMAR & JORGE TENORIO



BEN & JADE BALDEN



FAINA BALK



KENDRA BAMFORTH



RICK & HAYLEY BAMMESBERGER



MACKENZIE BANTA



KARL & REBEKAH BARLOW



ERIC & BECKY BARNEY



ADAM BARRALET



JEFF & TAMARAH BARTMESS



ANTHONY & ALISON BARTOLO



FOUNDER EUR
MONIKA BATKOVA & MARTINA VALNICKOVA



JEREMY & CARLY BAUTISTA



ASHLEY & CHRIS BEANS



LISA BEARINGER

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



HEIDI BECK



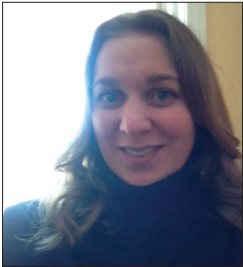
DAWN & MARK BEHM



JUDY BENJAMIN



JOY BERNSTEIN



JENNIFER BEST



GEORGIANA & KLAUS BIRTHLER



JENNIFER BITNER



SARAH BLAND-HALULKO



ERIN BLOTT



JAMIE BOAGLIO



JON & KENDRA BODINE



ANNIK BOILY

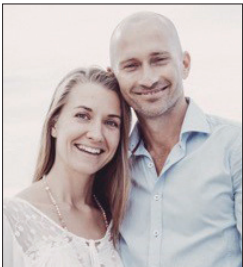


LADONNA BONTRAGER



FOUNDER MEX

LOURDES BORNACINI



STACEY BORSERIO & ZACHARIAH AURELIUS



JESSICA & RYAN BOSCHMA



MARK & REBECCA BOTTs



LAILAH ROSE BOWIE



FOUNDER EUR

BECKY BOWLES



ALINA & RAUL BRACAMONTES

DIAMONDS



TIM & 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



RUSS & CHAR BROWN



STEVE & BRENDA BROWN



KORINA BUEHRER



JARED & REBECCA BURT



ERIKA BUTLER & RICK HENRARD



ISABEL & DANIEL CALKINS



DAWN & MARCELLO CALVINISTI



LORI & CHRIS CAMPBELL



SAM & TIM CANNELL



MELISSA CANNON



ERIKA & JOHN CAPPELMANN



ASHLEY CAREY



CATHERINE & KYLE CARRIGAN



BEN & ADABELLE CARSON

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DIAMONDS



RACHEL & DARYL CARTER



JONATHAN & AMY CARVER



DAVID & ANDREA CAUFFMAN



EARL & LACEY CHALFANT



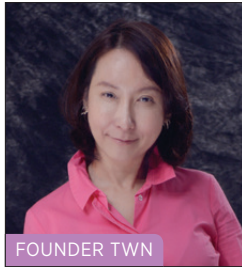
JESSICA CHAMPAGNE



KUI FEN CHANG



PEI SHAN CHANG



FOUNDER TWN

SHUANG SHUANG CHANG



DAVID & ANA CHAPMAN



NATHALIE CHAUSSEAU



FOUNDER TWN

CHIU SHIANG CHEN



FANG CHIH CHEN



FEI NI CHEN



FOUNDER TWN

FU YU CHEN



LIN YI CHEN



WANG PEI CHEN



WEI-FANG CHEN



MEI LING CHENG



LUO YU CHI



CHIH HSUN CHIEN & SU JU HUNG

DIAMONDS



CHIH MING CHANG CHIEN & HSIU CHU TUNG



GINA CHO



FOUNDER USA

GREG & MARTI CHRISTENSEN



JOSIAH & MELISSA CHRISTOFFER



LI HUI CHUAN



CATALIN & ELENA CIMPOESU



DARRYL & ANNIE CLARK



JESSICA & NIC CLARK



MARC & ROMI CLARK



MIKE & RACHELLE CLEARY



CATE CLIFFORD



ANDREW & SHANNON CLOUGH



JODI & JASON COBB



FOUNDER CAN

ALLISON COCHRAN



CAROL COLVIN



MIRIAM ADA COMANICIU



MATTHEW & AMIEE CONNER



JOAN COON



KATHY CORDELL



TANIA COTE



NANCY COUTURE



KENT & STEPHANIE CRANE



AMY CRAWFORD



TARA CRAWFORD



JOHN CROFT & NOEL BLANCHARD

dōTERRA® WELLNESS ADVOCATE Recognition

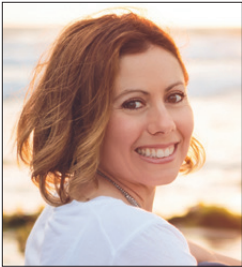
DIAMONDS



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



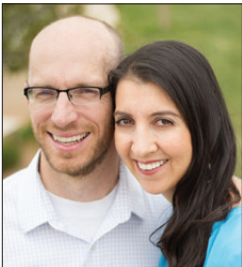
KEITH & KENDRA DAVY



JOYCE DAY



AIMEE DECAIGNY



JAMIE & TED DIBBLE



AMANDA DIBIASE



VICKIE DICKSON



LEIA DILLON



MEGAN DILMORE



JEREMY & HOLLY DIXON



ANGELA DODGE

DIAMONDS



BONNIE DONAHUE



KARINE DOSTIE



CURT & TONIA DOUSSETT



FOUNDER EUR
ROGER & EMMANUELLE DUCE



DAVE & LIZ EATON



ANDREW & BROOKE ELIA



STEVE & LORRAINE ELJUGA



ROSALIE ELLIOTT



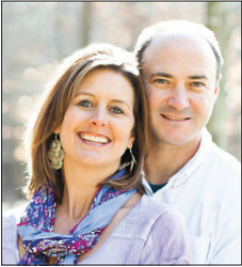
DENNIS & MARY ENGLERT



ULRIKA ENGMAN



FOUNDER MEX
PAOLA & SILVANO ESPÍNDOLA



HEATHER & PAUL ESSLINGER



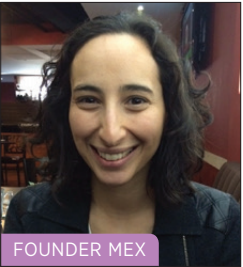
ROLANDO & JESSICA ESTRADA



DARNIE EWART



FORREST & LESLIE EXLEY



FOUNDER MEX
DIANA FALLENA ZONANA



BECKIE FARRANT



KNUT & CHRISTY FEIKER



DANA FELDMEIER



DANIEL & MICHELE FENDELL



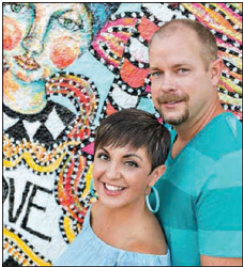
DR. ROBERT & KIYLA FENELL



YI I FENG



YUWEI FENG & CHANGPU YU



DALE & TONYA FERGUSON



SHERRIE FERRELL

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



DRS. TEEGAN & SARAH FIEDLER



CATE FIERRO



DAN & KIRA FISCHER



MARLENE FLAX



HAYLEY FLEMING



CHRISTI FLYNN



SAMSON & LETICIA FOLAU



FOUNDER MAL & SGP

HENRY FONG



HALIE FORRE



LINDSEY & ROCKY FOSTER



MEGAN FRASHESKI



AARON & WENDY FRAZIER



SHELLEY FUGE



FOUNDER JPN

KAORI FUJIO



CHIHO FUJIWARA



MYLÈNE GAGNON



LESLIE & ROGER GAIL



KENNY & LINDSEY GALE



STEVE & LAURA GARCIA



GINO & AMANDA GARIBAY

DIAMONDS



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



ABIGAIL GONZALES



FOUNDER MEX

ERICK & EDGAR GONZALEZ



LUKE & TERESA GOODLETT



JAY & DEBBIE GORDON



BÉNÉDICTE GRAF



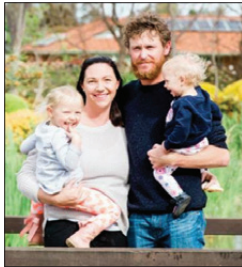
ADAM & LEAH GRAHAM



LINDSEY GRAHAM



MICAH & KRISTA GRANT



BRIONY GREEN



MICHELLE GROSS



LYN & PETER GUERIN



CURT & CAROL ANN GUEST

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



LINDSEY & SETH GUNSAULS



TASHA HAKEEM



ANASTASIA & AARON HALCOMB



MATTHEW & SEANTAY HALL



KIRK & JENNIFER HAMILTON



HUANG PO HAN



RENE HANEBUTT



CLIFF & PJ HANKS



KARA HANKS



DR. SANDRA HANNA



KERRY HARPER



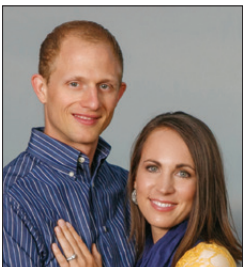
NATALIE HARRIS



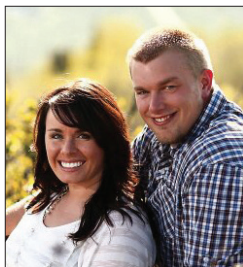
RYAN & JENYCE HARRIS



LOTUS HARTLEY



SCOTT & SHYANNE HATHAWAY



MARK & ALICIA HAUGSTAD



JODY & SHEENA HAWKS



ALLISON HAYS



JENNIFER HEATH



MIRANDA HEBERT

DIAMONDS



ELLIE HEDLEY



ANTHONY & DANIELLE HEIZENROTH



PAUL & TERI HELMS



SUSAN HELZERMAN



FOUNDER USA
GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



BREANNE & ERIC HESS



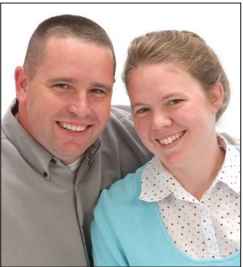
FOUNDER USA
TERRY & MARIA HEUSER-GASSAWAY



CHLOE HILTON-CLOW



FOUNDER MAL & SGP
ELIZABETH HO



GREGORY & SUSANNA HOBELMAN



BILL & JODY HOFFMAN



SHALEEN HOGAN



LINE HOLDAL



CASSIDY & ADAM HOLDSWORTH



TONI & ROBERT HOLLAND



CAROL HOLTZ



JOY HORSEMAN



FOUNDER MEX
OSVALDHO HOSORNIO & CAROLINA CEREZUELA



KATHY HOULE



JENI HOUSTON



JEN & MARTY HOYORD



CHIA LIN HSIEH



FOUNDER TWN
FU LUN HSIEH & CAROL SUNG



YUE WEN HSIEH

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



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



JEANESE & TROY HUMBERT



MARGHERITA HUMPHRIES



HSUEH LING HUNG



BJ & MEGAN HUNTER



MICHAEL & NANCY HUTCHINSON



KUN YOUNG HWANG



HIROMI IKEDA



BOO KYUNG IM



CHAE MYUNG IM



JENNIFER INCHIOSTRO

DIAMONDS



CYNTHIA INCZE



AMY INNES



DR. DAN & KELLY IRIZARRY



CHIHARU ITOU



REBECCA JACKSON



JASMINE JAFFERALI



FOUNDER EUR
SABINE & HARALD JAHN



FOUNDER USA
ROB & WENDY JAMES



DALE & JENNIFER JARAMILLO



STEVE & SANDIE JENSEN



FOUNDER KOR
HABONG JEONG



AARON & JESSA JOHNSON



KILEY & NORA JOHNSON



BRIAN & RACHEL JONES



JOLYNN & BRAD JONES



LELAND & ROBIN JONES



RACHEL JONES



RACHEL JOOS



HAGAN & DENA JORDAN



FOUNDER KOR
DO GYEOM JUNG



LISA JURECKO



KUO HSIANG KAI & CHENG SU FANG



CHIAH HO KAO



FOUNDER EUR
VACZY & REKA KAROLY



KANJI KATAGIRI

dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



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



MIE KIRA



KENTA KIRIYAMA



JESSICA HERZBERG
KLINGBAUM



PAUL & NANCY KNOPP



DR. SEAN & WENDI
KOHLER

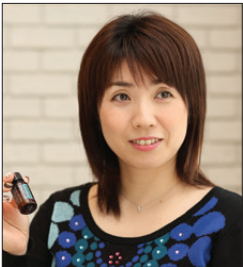


MICHIYO KOIDE



MIKI KOJIMA

DIAMONDS



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



ALISHA & JONATHAN
LATOUR



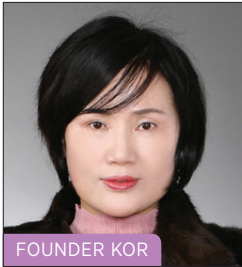
JAMES & MICHIE
LAYTON



NOLAN & PAT LEAVITT



JOHN & CAROLINE LEE



KYUNG MI LEE



DIANE LEFRANDT &
JESSICA SMUIN



ARLA LEINS



REBECCA LEONARDES



CHUA HONG LEONG &
LAW SHU LI



CHUCK & CHRISTINA
LEROSE



ZACH & KYLENE
LESSIG



DR. DANIEL & KATIE
LEVERENZ



LENA LEVI

DIAMONDS



CHAD & JODI LEWIS



HSIU WEN LI



WU HAN LIN & WANG
YUAN



YU YU LIN



JOHNATHAN &
RACHEL LYNCH



LILLIAN LIU



FOUNDER TWN
WEN CHEN LO



FOUNDER SGP
LEE SEANG LOOI



CARDIN & MATT LOPEZ



FOUNDER MEX
CAROL LÓPEZ & LUIS
ESTÉVEZ



AVASA & MATTHEW
LOVE



YU JONG LU



ERICA LUCAS



DWAYNE & TRACY
LUCIA



YVETTE LUCIANO



NICCI LYNN



BETTY MAGILL



BRETT & BROOKE
MAGLEBY



FOUNDER AUS
TANYA MAIDMENT



KALIKO & MAILE MAI

DIAMONDS



JOHN & 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



SHOKO MATSUYAMA



CLINT & KALYN
MATTHEWS



PAUL & KRISTIN MAYO



DAVID & HOLLY MAYS



VICTORIA MCADAMS



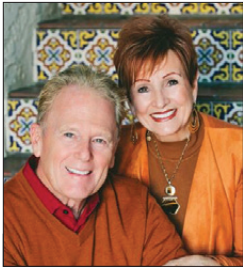
KEITH & KERI MCCOY



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

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DIAMONDS



DELYNN MILLER



JIM & AMY MILLER



JUSTIN & ASHLEE MILLER



KAREN MILLER



LIU MIN



JENNIFER MIXDORF



CARLEE MODRA



FOUNDER CAM

ANDREA MONGE



GREG & DR. JULIE MONTGOMERY



DRS. BRETT & RAECHEL MORAN



CECILIA MORENO & JAIME HINOJOSA



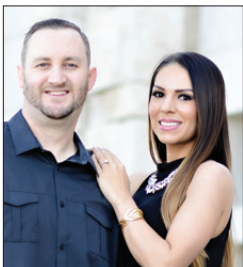
SHANNON MORGAN



MICHAEL & MELISSA MORGNER



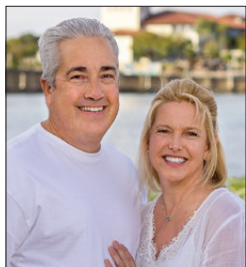
MARIE-CHRISTINE MORIN



SOPHIA MORRISON



JANELLE & JUSTIN MUELLER



MARY LOU MULCAHY



YUKARI NAKAGAMI



HARUMI NAKATA



TED & ALISIA NELSON

DIAMONDS



FOUNDER NZL

DR. MARTHA NESSLER



FOUNDER EUR

CHRISTIAN NEUDEL & GABRIELA HÄUßNER



CORY & STEPHANIE NEWTON



JULIA NICHOLSON



JEFF & BROOKE NIGL



FOUNDER JPN

YOSHIFUSA NISHIDA



CHIKAKO NISHIMIZU



FOUNDER JPN

MITSUKO NOMIYA



ERIC & KRISSY NORDHOFF



AUSTIN & AMBER NORDSTROM



KERRY & DENISE NORRIS



RENEE NOVELLO



ADAM & TAMI NUHFER



KRISTEN O'BRIEN



CHARLIE O'CONNOR



FOUNDER AUS

KERY O'NEILL



NARU OGISHI



MUNEHIRO OKUMURA



FOUNDER JPN

KEIJI & EMIKO OKUYAMA



ALLEN & BROOKE OLIVER



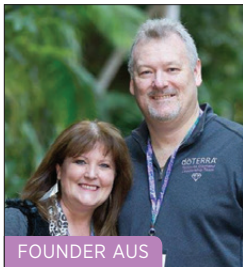
JOHN & AMANDA OLSEN



STEPHEN & DAWN OLSEN



CHRISTOPHER & AMY OUELLETTE



FOUNDER AUS

JOHN & PAULA OVERBEEK



JOHN & KIM OVERPECK

DIAMONDS



KATHY PACE



TERRI PACE



MELODY PAINTER



MARANATHA PARKE



ROBERT & JANELLE
PARRINGTON



RODNEY & ELAINE
PARSLEY



SANDRA PASCAL



JOHN & LAURA
PASTERNAK



ERIN PATEL



CYNTHIA PATIENCE



HOLLY PAURO



ANNA PENICK



MARCO & SABRINA
PETROLLINI



PRESTON & TENA
PETTIS



SPENCER & LAURA
PETTIT



JON & EMILY PFEIFER



MALCOLM & AMY
PHILBRICK



BETH & RYAN PHILLIPS



EMMY PICKERING



JESSIE PINKERTON

DIAMONDS



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



RUTH PRINCE



RACHEL PROUD



MYRA QUINN



FOUNDER MEX
PATRICIA QUIROZ RIOS



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

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DIAMONDS



ADAM & NISHA RIGGS



SETH & JENNY
RISENMAY



REBEKAH RIZZO



JESSICA ROBERTS



SHAWN & AMANDA
ROBERTS



AUDRA ROBINSON



JAMES & KELLY
ROBISON



CHANTAL ROELOFS



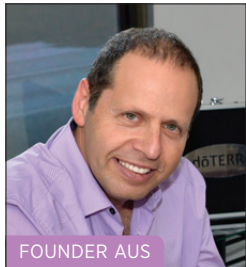
TRACIE & MICHAEL
ROESBERY



KATHY ROGALLA



BRITTANY ROSCHECK



FOUNDER AUS
MICHAEL ROTHSCHILD



ANDREW & MINDY
ROWSER



DR. ISABELLE ROY



GENEVIEVE RUDOLPH



RITA RUNNELS



JOANNA RUSLING



JESSICA RYAN



KARI RYAN



ERIC & GALE
SANDGREN

DIAMONDS



ADRIAN & ROXY
SARAN



FOUNDER CAM
ISIDE SARMIENTO



STACEY SARROS



AVA & JACK SCHNEIDER



KATIE & CARLYLE
SCHOMBERG



STEPHANIE SCHREIBER



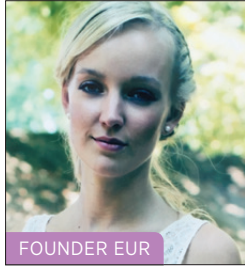
DENA SCHULTZ



JENNIFER & CHANCE
SCOGGINS



TERRI SELDON



FOUNDER EUR
TJASA SERCER



MAGALI SERMONADE



YI MIN SHAO



WENDY SHATTUCK



FOUNDER AUS
HELEN & MARK SHAW



KEVIN & KESHIA
SHEETS



COURTNEY &
NICHOLAS SHEPARD



FOUNDER AUS
MARK SHEPPARD &
RANI SO



JOAN SHODAI



LARRY & NIKKI SHORTS



HUA LIN SHOU & MIN
JUNG KUAN



KIMBALL & YUKO
SHUTE



ELENA SIMMONS



FOUNDER AUS
ROBYN SIMON



KELSEY SIMS



RACHEL & SCOTT
SIROTA

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DIAMONDS



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



ALICIA & JASON STEPHENS



JULIE STOESZ



VICTORIA STRELNIKOVA



COLLEEN STRONG



HAN YI SU & HUANG CHIH FAN



FOUNDER MEX
JUAN CARLOS SUÁREZ & ARACELI VALENCIA



DR. MARA SUSSMAN

DIAMONDS



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



ALICIA THOMAS



EVAN & ADRIENNE THOMAS



LAURANELL THOMAS



PER THOMSEN & ELIN HEMNES



DAN & AMY THYNG



TYLER & KRISTIN TIGGES



BILL & ERLEEN TILTON



JEN TOMAZINCIC



SAVVY TOMER



GLENN & JESSICA TRAVIS



BRIAN & AMANDA TRENT



JESSICA TREPAGNIER



FOUNDER HKG
STEPHEN & YVONNE TSAI

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DIAMONDS



FANG CHING TSAO



SHIH KAI TSENG



TSAI TING TSO



JENNIFER UPCHURCH



RYAN & MELISSA VALLELUNGA



LOREN VALVASORI



ANNET VAN DORSSER



SHANDA & JEREMY VANDENBARK



JODI & AARON VANDERSTAAY



JENNIFER VASICH



CHAD & ESTHER VERMILLION



SONDRA VERVA



MELANIE VIENNEAU



BROOKE VREEMAN



CATHI & BOB WAALKES



CHERYL & ALAN WAELEBROECK



DAVE & KATE WAGNER



TARA & JUSTIN WAGNER



REAGAN & HEATHER WAGONER



CHAD & SUSIE WALBY

DIAMONDS



LORINDA WALKER



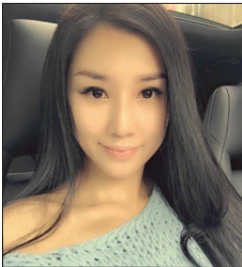
AMANDA WALLJASPER-TATE



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



TODD & JODI WEAVER



ROGER WEBB



JULIE WEINBERG & MEREDITH KELLY



THORSTEN WEISS



KAREN WELCH



LIU WENHUI



SHAUNA WETENKAMP



AARON & DR. RACHEL WHALEY



MICHELLE WHITE



EMILI & DALLON WHITNEY



HAYLEY & BEN WIESE



JOHNNY & GAIL WILLIAMS



DINAH WILSON



JENNI & MIKE WILSON

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DIAMONDS



ROB & MELISSA WILSON



LINSEY & ERIK WILT



JULIE WINDER



DANELLE WOLFORD



JOHN & CHRISTINA WOMBLE



MARK & TINA WONG



MELISSA WOOD



CHRISSY WORTHY



JOHN & JESSICA WRIGHT



FOUNDER TWN

CHING CHUN WU



MEI HUNG WU



FOUNDER TWN

TUNG HAN WU



YI TE WU



JOEY & CACHAY WYSON



XU KE XIN



YUKO YAGUCHI



MIDORI YAMAGUCHI



MIKI YAMASHITA



FOUNDER JPN

HIROKO YAMAZAKI



PEI RONG YANG

DIAMONDS



CHIU MAN YEN



ALISON YEO



TSAI SHU YI



ELENA YORDAN



FOUNDER JPN

FUMIKO YOSHIMOTO



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



SCOTT & LISA ZIMMER



CHRYSTELLE ZIMMERMAN



ELISABETH ZOTLÖTERER

DIAMONDS NOT PICTURED:

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

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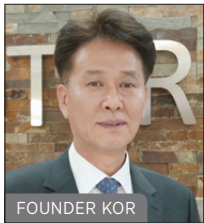
PLATINUMS



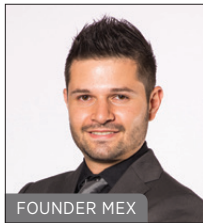
KEVIN & KIM ABAIR



ANASTASIA ADAM



FOUNDER KOR
YOUNG HO AHN



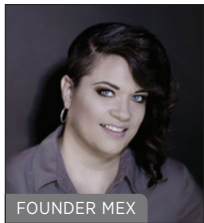
FOUNDER MEX
CARLOS ALCANTARA



SANDY ALEMIAN



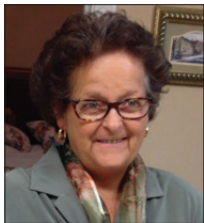
ALLISON ALEXANDER



FOUNDER MEX
AMANDA ALFARO



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



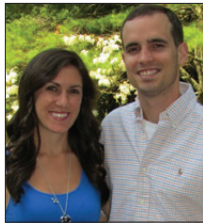
AUDRA & BRIAN
BAILEY



JULIE BARRON



GARY & AMY
BAUMETZ



BRADEN & CAMILLE
BAWCUM



AMANDA BEACH



LUKE & JESSICA
BEAVER



FOUNDER EUR
MAJA VODEB BECIC



FOUNDER KOR
DONGCHOL & SOON
BYUNG BEH



NICOLE BENISCH



KATRINE BERGE



PAUL & LISA
BERGMAN



ASHLEY BERLIN

PLATINUMS



FOUNDER CAN
MARIE & HARLAN
BERWALD



BRIAN & SHAWNA
BIELMAN



EMILY BIGELOW



ELIZABETH BILLS



ALEESHA BIRCH



CHERIE BIRKS



SARAH & CRIS BLAIR



FOUNDER EUR
ZOLTÁN BOKROSSY &
ZSUZSANNA BOKROSSYÉ
PÁSZTOR



VANEESA BOLLER



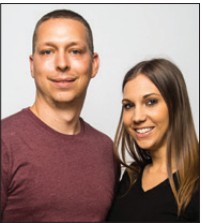
MICHAEL & MICHELLE
BOWLES



DEBI BOYLE



FOUNDER CAN
JONI BRADLEY



ASHLEE & NICK
BRADSHAW



STEPHANIE
BRASPENNINX



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



TRAVIS & JESSICA
CARPENTER



BRIAN & CHRISSEY
CARR



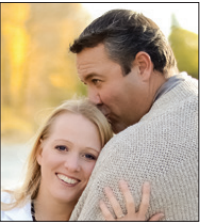
AMY CASSEDDY



NANCY CHAN



SHIN TING CHANG



DAVID & JACLYN
CHILD



FOUNDER MAL & SGP
SIN EE CHOK



TRACEY
CHRISTODOLO



FOUNDER AUS
TERPSY CHRISTOU



TROY & DOROTHY
CIVITILLO

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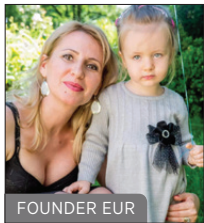
PLATINUMS



MONIQUE CLARK



STUART & CARLIN CLARKE



RONELA CLEP



RICK & ALISSE COIL



SHANE & CAREN CONSTABLE



TAMARA CORLIS



ALICIA COTTAM



LISA CUSANO



NATALIE CUTLER-WELSH



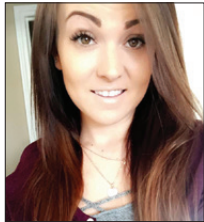
SHANNON CUTTING



DR. JAMES & KIM DAHLIN



ASHLEY DAIGE



EMALEE DAME



BETH & BRAD DAVENPORT



SUSAN DAVIDSON



DR. MARK & KRISTI DEBRINCAT



SARAH DEGROFF



DIANNE DELREYES



DR. ATAB & JILL DIEME



JOANNE DISSANAYAKE



ERICA DOLAN



JENNIFER DONOVAN



COURTNEY DOW



ANDRIA & ROGER DOWIE



MARK & AMANDA DUCE



MICHAEL & NATALIE DUERDEN



SUSAN DYESS



BLAKE & JESSICA EASTER



MICHELLE ELSTRO



SAYAKA ENDOU

PLATINUMS



SUSANA ESCOBAR



GILDA ESTRADA CARRANZA



CARLA FAHEY



DAWN FARRIS



RINDY FENLON



JASON & JULIANA FILA



SHARON FILA



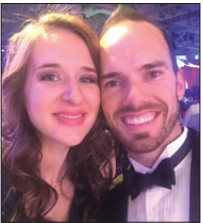
JANA RANKIN FINCH



MAREN FISCHER



SHAYLEE FORD-MARTIN



DR. BRADLEY & ALANNA FRANKLIN



KELLY & DEVAUGHN FRASER



MARCIA FRIACA



PAUL & STEPHANIE FRITZ



CARMEN GAIRN



PENELOPE GARCIA GUTIERREZ ABOITES



DAREN & CRYSTELLE GATES



SUE GAVEL



ALLISON GERRY



KRISTANN GILLIES



VALERIEANN GIOVANNI



KARLA GLEASON



MARTIN & PETRA GLYNN



CARMEN GOLDSTEIN



LUCY GONZALES-ROMERO



STAN & PHYLLIS GOODSON



ALICIA GOODWIN



MONICA BIANCA GOREA



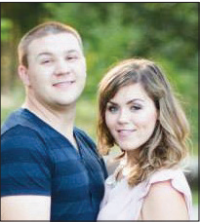
PAMELA GORGICHUK



SARAH-JADE GRAHAM



LEON GREEN



JASON & JANESSA GREENE



DREW & LACEY GRIM



KARI GUEGOLD



GRIFFIN GUNDERSON



MELISSA GUTHRIE

PLATINUMS



KEN & SANDRA
HACHENBERGER



ERIN HALLINAN



DANIEL HAMILTON



GRACIE HAMMER



CHAD & MEGAN
HAMMONDS



GIADA HANSEN



FOUNDER EUR
MOANA & MATTHIAS
HARDER



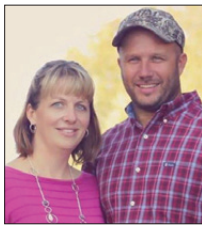
ARIANA HARLEY



ROXANNE HARRIS



BRIAN & JEANNIE
HARRISON



STACEY HART



TODD HART



GARTH & JULIE
HASLEM



KRISTINE HAUCK



LAUREN HAYDEN



LISA HERD



ELIZABETH HESSE



STEPHNE
HILGENDORF



JULIE & KAULIN
HINTON



TEMPAL HITT



HUIWEN HO



FOUNDER MAL
MEI LI HO



PAULA HOBSON



GREG & MELODY
HOLT



BRENT & ANNIE
HONE



LIM BEAN HOO



DEANNE HOWARD



JACQUELINE
HOWELLS



HO CHUAN HSIEH



ART & ELANE
HUPRICH

PLATINUMS



MARIA LUISA
HURTADO



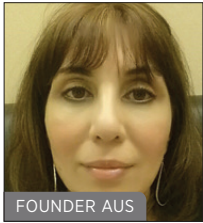
DEBORAH
HUSBANDS



KATIE HUSSONG



KOUJI ISHIHARA



FOUNDER AUS
RELEAF ISMAIL



CAROLINE JACKSON



LINDSEY JAFFERALI



JANE JAGLOWSKI



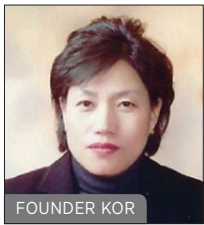
JAN JAMES &
RICHARD BRADLEY



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



FOUNDER KOR
IN SEO JUNG



TZU YUAN KAO



LEAH KARRATTI



JAMIE KASARDA



CHELSEY KAYSE



KRISTA KEHOE



ANDREA KELLY



COLIN & JEN KELLY



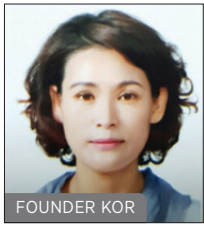
KRIS KESKE



FOUNDER SGP
LEE ENG KIAT



AMY & JEROD KILBER



FOUNDER KOR
KYUNG A KIM



TOM & ROMMY KIRBY



CHRIS & GARY
KIRSCHBAUM



LINDSAY KNAPP



CHELSEA KOLICH



JANELLE
KOTTELENBERG



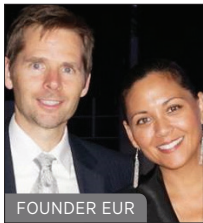
ABBY KRUSE

dōTERRA® WELLNESS ADVOCATE Recognition

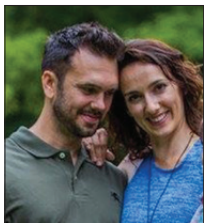
PLATINUMS



JESSICA KUIKEN



JON ERIK & LYNN
KVAMME



VICTORIA LADD



STEPHANIE
LADEAUX



AUDREY LAFORGE



MARY LAGASSE



PEGGY
LANGENWALTER



SHARA LANGFORD



LORI LATENDRESSE



SCOTT & JESSICA
LAWSON



JANYCE LEBARON



ANNDALYNN 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



JESSICA LOURIE



TOM & ARI LOWER



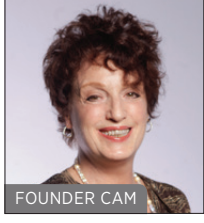
SHELLY LOYD



HEIDI LUEKENGA



ANA LULIC



ADELE LURIE



KERRI & MARK
LYDELL



MELANIE
MACDONALD



SHANNON MACY

PLATINUMS



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



REBECCA
MCCRUDDEN



CHRISTINE MCCUE



KELLY MCDONALD



MARY MCGARRY



ROXANE MCGOWAN



AMY MCKINLEY



HEATHER MCKINNEY



JOHN & EILEEN
MCLEAN



LISA MECKLE



WENDY MENDOZA



KELI MESSERLY



KRISTEN MEYER



JIMMY & DEIDRA
MEYER-HAGER



FANNY MILLÁN DE
LEÓN



HOLLY MILLER



MICHELE & TIMOTHY
MILLER



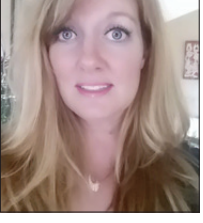
LIA MILOUSIS



JUDI MINCKLER



ANGELA MOFFITT



TIFFANY MOMBERGER



KAYLA MONSON



CHRISTINE MOORE



ANDREA & BENJAMIN
MORGAN

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CAROLYN MOSHER



AISLINN MUELLER



KATELYN NEIL



RAY & LAUREN
NEWSOM



COLLEEN NEWTON



JENNIE & MATTHEW
NICASTRO



MASAYO NISHI



MIYUKI NOGUCHI



KIMIKO NOMURA



BERNADETTE
O'DONNELL



HELEN O'GRADY



SARAH O'MAILIA



ALAN & BARBARA
O'NEILL



FOUNDER NZL
JOCELYN OADES



FOUNDER EUR
FRANK ODDENS



DEBBIE OHLS



KAORI OKAMURA



ROBERT & HOLLY
OLMSTEAD



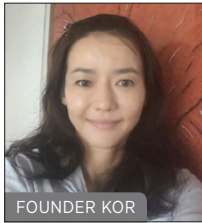
JENNY OTIS



MARCO ANTONIO
PAEZ ARGUETA



FOUNDER KOR
DAE YONG PARK &
HUN IM CHO



FOUNDER KOR
HA PARK



COURTNEY
PARKINSON



LAURA PARKINSON



PAM PARKINSON



JASON & RACHEL
PASSINI



JAMES & CHRISTINE
PAYNE



KYLE & KATEE PAYNE



ZSOLT PELESKEI &
CSABA CZAKO

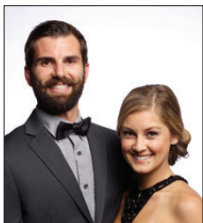
PLATINUMS



WHITNEY PICKERING



ARIANNA PIENAAR



BRITT PIRTLE & KYLE
HESS



LINDSAY & DANIEL
PLANTIN



TOM POLIFKA



LISA & MICHEAL
POSTHUMA



JULIE PREAS



ALLISON PREISS



SHERRI PRICE & MITZI
BYBEE MACLEOD



TRACY PRINCE



DANIEL & TIFFANY
PROVINCE



ELMA ESTELA
RABAGO HERNÁNDEZ



KATIE RAGSDALE



JANET RAMER



KERRI RAMIREZ



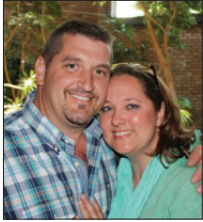
LINDSAY & MARK
RAPP



HANNAH REASONER



FOUNDER CAN
BARBARA REMPEL &
SIDNEY BRYANT



MILTON & TIFFANY
REPSHER



HEIDI RHYS



KARI RICHEY



CHRISTY RICHMAN



JILL RIGBY



BIANCA RODRIGUEZ



JODIE ROGERS



CANDACE ROMERO



FOUNDER CAN
CORT & KARLI
ROSZELL



KELSEY ROWELL



PATRICK & MANDY
ROWLAND



BECKI RUH



CHRISTINE RUSSELL



KATRINA RYAN



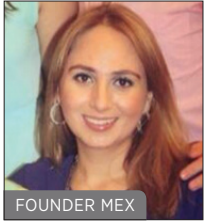
JOANNA SACCO



IAN & JESS SAGE



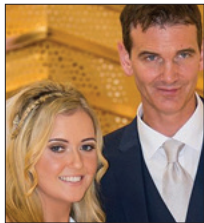
NORIKO SAKAGAMI



FOUNDER MEX
ANA PAOLA
SALOMON BULOS

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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



ERIN SELLARS



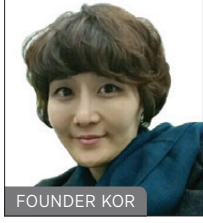
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TOMAS & SUZETTE
SEVERO



YOSHIKO SHIBAYAMA



FOUNDER KOR
EUN YEONG SHIN



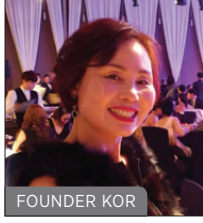
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KATRINA SIKORA



AMANDA SILICH



FOUNDER KOR
JEONGSUK SIM



MATT & MELISSA
SMITH



LEILANI SOIFUA



THERESA SOUCY



DON & PATTI SPIEGEL



ROBIN STEINFELD



TAMMY STEUBER

PLATINUMS



DAVE & CALLIE
STEUER



DAMON & PRISCILLA
STEWART



WADE & CHRISTINE
STOLWORTHY



AARON & AMY
STORBECK



PHIL & LEEANN
STORK



TARYN STRONG



YU-SHOU SU



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IVONNE PAEZ



JUNKO & SHINJI
SUGAHARA



SHEILA
SUMMERHAYS



JENNIFER SUN



SHARLENE SUTTAR



JEREMIAH &
BETHANY SWEET



IKUYO TACHIBANA



KELLY TERRY



FOUNDER CAN
PATTI TINHOLT



ANI TOROSYAN



CAITLIN TRALKA



MATT & ALISHA
TRASK



CORRIE TREWARTHA



RUSSELL & MELISSA
TRIPLETT



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HSIN YUN CHANG



DUANE & CRYSTAL
TUCKER



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SCHULENKLOPPER



ALI VAN
ZANDBERGEN



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VANDERLINDEN



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VANDONSEL



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ALAYNE VICKERS



TYRONE
VICKERSTAFF



MATTHEW & NICOLE
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VINOKOUROVA



CASEY VON
IDERSTEIN



STACEY WALKER

PLATINUMS



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



VANESSA WOOLEY



MICHELE WRAGG



PENELOPE WYNNE



HUI ZHI XIE



DING YAN



ELIZA & SHANE
YOSHIDA



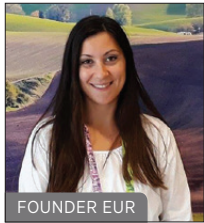
TERUMI YUASA



SANG MOK YUN



REBEKAH & JOE
ZELENKA



ANKA ZURA

PLATINUMS

PLATINUMS NOT PICTURED:

- | | | |
|---------------------|------------------|-------------------|
| LINDIE ANDERSON | HSIEH HSI HSUN | CASONDRA MAILMAN |
| BRYAN CHEW | DR. KEVIN HUTTER | MONA ROUSSEAU |
| LOREN CHUSE | YOUYING JIANG | CIELA & JUAN RUIZ |
| ADRYAN DUPRE | TRACY KEOUGH | ELLIOT SUPERS |
| SCOTT & BETH FENTON | CHEN HSUEH LIANG | ASHLYN FILA WELCH |
| CHRISTINA GARDNER | NA LU | |

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