

# LEADERSHIP



**New Presidential  
Diamond-6**

Toshiya and Izumi Yanagihara

**Diamond Club-22**  
Not a Destination



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Zackary & Stephanie Martin

6 NEW PRESIDENTIAL DIAMOND  
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# Congratulations on Reaching Presidential Diamond Zackary and Stephanie Martin

WELLSBORO, PENNSYLVANIA, USA



## Where the road began

When I started my dōTERRA® business four years ago, I couldn't see that God was opening up a life-changing path for Zackery and me. I was a stay-at-home mom, living a thousand miles away from family and looking for something fun I could do to bring in a little extra money each month. Sure, I loved the oils, and it would be great to have my order paid for each

month, but it wasn't until I started researching the company that I began to recognize the possibilities dōTERRA had to offer.

## Discovering the dōTERRA difference

Before signing on as a builder, I wanted to be sure I was choosing the right company. I researched dōTERRA's

"Presidential Diamond isn't a rank reserved for geniuses and world-renowned public speakers. I know this because I am far from both of those things. It is reserved for people who wake up every day and say 'Fear...let's dance.' If you are reading this, then this is your sign. Face that fear. Do it shaking, do it throwing up and trembling, but do it anyway. Be fearless, my friend. You were born to shine, not hide."

compensation plan, mission statement, their humanitarian efforts, and why they believed so much in something called Co-Impact Sourcing®. This company was different, very different, and I liked that. They weren't flashy. They didn't incentivize us with money, houses, and cars. It wasn't the typical "live the dream" lifestyle that so many companies advertise. Instead, dōTERRA emphasized service over sales. They encouraged and empowered their Wellness Advocates to become debt free. Their message was that your worth is not determined by your rank or title, but your potential and power to help change lives.

I recognized this as an opportunity I had to seize because any company that leads from the heart will only go one place, and that's up. I saw a picture of what this could be and of what these little brown bottles could do. I started getting calls left and right from people telling me how the oils have changed their lives and that is when I decided that my journey with dōTERRA wasn't something I wanted to approach half-heartedly. This was it. This was a movement and I needed to be a part of it.

## Driven by the dream of freedom

Zackery was up for reenlistment the following year and I knew the second he signed his name on that dotted line that we were about to see another year-long deployment. Blackhawk pilot equals deployment pilot. Knowing what was in store, this Army wife had the strongest motivation and drive to succeed in this business. I knew that if I worked hard, my husband wouldn't be signing that dotted line again. These little brown bottles were going to bring my pilot home, for good. From that day forward, I decided to jump in with both feet.

If there is anything I want you to understand about me, it's that I am an everyday girl who decided to get really good at one simple thing—teaching classes. It wasn't easy, but I was fueled by the freedom that this incredible company had to offer me and my family. Freedom to me does not mean working for 45 years until retirement or waiting an entire year for a 50 cent raise. Freedom is time. You will never get back yesterday. I love waking up every day, looking at my husband, and asking, "What shall we do today?"

This is freedom. 💧







## Congratulations on Reaching Presidential Diamond Toshiya and Izumi Yanagihara

TOKYO, JPN

私たちは、「エッセンシャルオイルで世界を変える」との思いを常に抱いてますので、プレジデントダイヤモンドを達成した後は、さらに多くの方に、ドテラ製品のある幸せ、経済を生み出す喜びをお伝えしたいと、思いが強くなりました。

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

After starting our dōTERRA® business, there came a moment when we understood the wonderful compensation plan dōTERRA offers. It was in that moment that we decided to become Presidential Diamonds. We poured our efforts into sharing the beauty of dōTERRA's vision, mission, and compensation plan with our team. We wanted them to grasp it in the same way we did. Sometimes this was difficult, but as we openly communicated with our team leaders and promptly attended to their challenges and questions, our business began to blossom and we moved closer to our goals.

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

We don't believe it is difficult to achieve the rank of Presidential Diamond. If you are the type of person who wants to make others happy, you will succeed in this business and achieve your goals.

In order to succeed, you first need to clarify why you chose dōTERRA and why you want to become a Presidential Diamond. This will allow you to build a firm foundation of confidence and purpose.

It is essential for team leaders to use the products and establish a foundation of physical and emotional wellness; it is the crucial first step to achieve your goals, as it will increase your happiness, which will increase your ability, which will produce a greater result.

We share with our team members that we need to become people full of confidence in dōTERRA. We will continually move forward by sharing our light and contributing to society through our dōTERRA businesses.

Finally, remember that when you help all of your team members succeed, it will further your own success. It is crucial to collaborate and cooperate among your team members. Invest in leaders who are serious about their business goals and vision. This opportunity changes not only your life, but the lives of others. It is so important to treat other people with love and sincerity.

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

As a couple, we define our individual responsibilities. One thing we do together is hold seminars on essential oil usage, dōTERRA products, and the AromaTouch Technique®.

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

We have a strong desire to change the world with essential oils, and as we have advanced in rank, our vision has expanded to include the opportunity we have to share both dōTERRA products and the income-producing possibility of the business with more and more people. Presidential Diamond helps us do that on a large scale.

As we have celebrated the success of our team, we have experienced an increase of joy, which has in turn increased our motivation.

### How has this business changed your life?

We enjoyed a blessed life before we started our dōTERRA business, but both our work and private lives have been greatly enriched by helping people receive abundance through dōTERRA. It has been such a blessing to share joys together and support each other. Importantly, we were able to achieve financial independence, which has been a source of our motivation and energy to grow our business, while juggling multiple jobs. ♦





Nicole Almeida

CAPE CORAL, FLORIDA, USA

# OVERCOMER

**B**ackstage at the 2018 Orlando Leadership event, Nicole Almeida stood among the other new Diamonds waiting to take the stage in celebration of their rank advancement. She watched as crossline leaders clustered for celebratory selfies and congratulatory hugs. Laughter and warmth emanated from every corner, but Nicole stood alone, fighting back tears.

In the months leading up to her stage recognition, Nicole imagined the profound sense of accomplishment and celebration she would feel backstage before her big moment, and this was nothing like she had hoped. "I felt completely broken," Nicole remembers. "I found myself wanting to retreat into the audience and forget about any sort of recognition. I was all alone, with no one cheering my name, no one taking my picture, and no one reminding me of how proud I should be."

Nicole had worked hard to earn this moment. Back in November 2017, after the grueling schedule of Diamond Club, Nicole hit Diamond. "I vividly remember how difficult Diamond Club seemed while I was participating in it, especially for a homeschooling mom of six children." Nicole didn't enroll in Diamond Club simply to graduate; she

was in it to win it. "The late nights, crazy travel schedule, deadlines, enrollments requirements, and endless juggling of priorities seemed daunting at times. During those months I turned to a song that has become somewhat of an anthem for my journey."

**"You're an overcomer**

**Stay in the fight til'  
the final round**

**You're not going under  
'Cause God is holding  
you right now**

**You might be down  
for a moment**

**Feeling like it's hopeless**

**That's when He  
reminds you**

**That you're an  
overcomer**

**You're an overcomer"**

*"Overcomer" by Mandisa*

The words of her anthem gave Nicole a fresh perspective on her pain and loneliness backstage at Leadership. "What I didn't realize at the time," she says, "is just how pivotal that experience would be for me. Life will often throw daggers to your heart and create what may feel like are unbearable wounds that exist through no fault of your own. However, healing from those wounds is your responsibility. Where there is pain, there is purpose." Nicole found the purpose of her low point. "While that experience is not one I would like to relive, it has undoubtedly given birth to the leader I am today. I am grateful for what I went through; it gave me a better understanding of who I am and who I am becoming on this journey."

Fearless in her pursuit of progression, Nicole is carrying the lessons she learned forward. "In this business there is an endless supply of excuses and justifications for quitting—your upline doesn't support you, your downline needs to do more, your crossline wants to compete rather than collaborate, etc. The reality is, there is only one person who is responsible for your happiness and success. That person is you."

"Sometimes our greatest sorrows turn out to be life lessons and they allow us to lean into our strengths and shine brighter than we ever thought we could!"





## Catalin and Elena Cimpoesu

EUROPE

## When Fear Falls Away

Elena joined her first network marketing company when she was just 18. She needed extra money for her university studies, and when the opportunity to enroll in a network marketing academy arose, she jumped at the chance to get some business training. However, Elena got more than she bargained for.

"To my surprise," says Elena, "the course was a 'life academy' where I learned about myself, the meaning of life, and the effects of false belief systems and fear-based programming. I came to understand personal development is powerful, but it takes time, patience, and trust in the process. The beautiful reality is that network marketing is the perfect platform for normal people to thrive and change their lives. You don't have to be wired a certain way to succeed in this journey."

The next several years gave Elena practical experience on both the business and personal development

fronts, but when she became a mother, she stepped away from her business with the dream of returning one day.

Time marched on and Elena kept pace with the busy rhythms of motherhood, until a health crisis brought her to a screeching halt. Suddenly, Elena had time and motivation to reflect and re-evaluate the balance she thought she had struck in her life. "It took a health issue to understand I was living a deep illusion. I finally understood in a practical way that I was not happy. I carried many fears with me. When you think your life might end, you start to feel what really matters in this life. I wanted to achieve deep inner fulfillment. I wanted to help others do the same. So, I asked my mentors what I could do to bring happiness, love, and peace into my life. Their answer was simple—return to network marketing."

Empowered and enlivened by renewed purpose, Elena began her search for the "perfect company." When she

found dōTERRA®, Elena was impressed by the company's integrity and potential for changing lives. The compensation plan and retention rates were unlike any company she had worked for before. And so, in July 2017, she enrolled as a Wellness Advocate and builder.

In an extraordinary eight months, Elena hit the rank of Diamond for the first time. After jettisoning her fears and fine-tuning her core beliefs, Elena was unstoppable. Through sacrifice and soul-stretching work, she was now positioned to truly help others achieve their dreams. She says, "Before you can help someone in this process, you must help yourself. Your mindset, your belief system, your paradigms—all stem from what you know. Knowledge is power and any struggle you face or fear in your heart can be overcome through knowledge. The more you learn and know, the more you will have to share with those who look to you."

**"The internal always creates the external, never the other way around. If you are expecting and trying to control external circumstances to make yourself feel happy and successful, you will never get there."**

—Alex Loyd

## NO EXCUSES

EMBRACE YOUR  
DISADVANTAGES

"One of my greatest challenges as a builder was starting without a supportive upline. I learned everything from YouTube, and I'm thankful so many powerful leaders have flooded the Internet with trainings. Jessie Reimers was one of those leaders that helped me understand the business and inspired me to build."

## MAKE MISTAKES

"Because I didn't understand the rules and grew so fast, I made many, many mistakes in the beginning of my journey. Personally, I don't view them as mistakes. I think everything is a lesson, every problem is an opportunity, and every closed door opens another."

## FUEL YOUR DREAMS

"Your dreams are your destination, while dōTERRA is the car you drive to get there. Don't forget that the car, while it may be beautiful, comfortable, even luxurious, doesn't move an inch without fuel. Your driving purpose is the fuel to get you to your dreams!"



## Veronique Golloher

ALLISTON, ONTARIO, CAN

## LEARNING TO SHINE

Veronique's journey to Diamond began in the darkness of self-doubt. While she believed in the power of dōTERRA® essential oils, Veronique couldn't fully embrace her own power to unlock her dreams and achieve her goals. Looking back, she can see how she was her own biggest roadblock.

"It wasn't until I was faced with growing this business by myself that I realized how little I valued my own worth," she remembers. "Suddenly, I had no one

to fall back on or to hide behind. I couldn't make excuses if I wanted to continue advancing. I had to start believing my time and mentoring efforts were worth something."

Slowly, Veronique began to believe that beyond representing an amazing company and incredible products, she was also adding value to people's lives in a unique and powerful way. Her blossoming confidence in her own worth is what catapulted her from Silver to

Gold, and finally, to Diamond. "I had to believe that I am inspiring, that people want to follow me because I have something to offer, and that I can attract powerful, business-minded women because I am one of them."

With a brighter perspective on her dōTERRA journey, Veronique appreciates the blessings of the intense personal growth she experiences every day. "I used to hide behind excuses and a gloomy outlook on life. The old me

BIG  
dream

would cling to excuses, like the fact that I am shy and talking to people scares me. I had a more passive, negative outlook on life that kept me from chasing my dreams. I am not that person anymore. I like myself and I welcome changes and challenges. I enjoy leading my team now, not because I need them to succeed for my sake, but because I am excited for the journey they are on. I am eager and happy to help them become the best versions of themselves and learn to shine too!"

**"We ask ourselves, 'Who am I to be brilliant, gorgeous, talented, and fabulous?'**

Actually, who are you not to be? You are a child of God. Your playing small does not serve the world. There is nothing enlightened about shrinking so that other people won't feel insecure around you. We are all meant to shine, as children do. We were born to make manifest the glory of God that is within us. It's not just in some of us; it's in everyone. And, as we let our own light shine, we unconsciously give other people permission to do the same. As we are liberated from our own fear, our presence automatically liberates others."

—Marianne Williamson

## POLISHING YOUR INNER DIAMOND

**Claim your own brilliance.** "I used to be full of fear—hiding behind excuses. But one day I realized I didn't want to live that way anymore. Now, I feel like I am letting my light shine. I am so much more confident than I used to be. I like myself more than I did before this journey!"

**Dream big.** "You can always change. You are never stuck. Believe there is always a way to uplevel. If you embrace the possibilities, you will come out of hiding and make big things happen!"

**Keep perspective on the journey.** "You can learn all there is to learn about the oils, leadership, even successful closing techniques, but you can still miss the mark. This journey is about growing into the best version of yourself. Embrace the opportunity."





## Dr. Lynn Thompson

EAU CLAIRE, WISCONSIN, USA

As a doctor, Lynn Thompson has paid a steep price to be an informed ambassador of health and wellness. A lifetime devoted to formal education and training, as well as an innate passion for education, prepared her to make a tangible impact as a dōTERRA® Wellness Advocate and builder.

Dr. Thompson shares, “Last year at Leadership Retreat, we took the Clifton Strengths evaluation. To those that know me, it came as no surprise that my first strength is Learner. In Latin ‘doctor’ is teacher. I love sharing new information and explaining complex concepts.” In her dōTERRA business, Dr. Thompson gets to do those things every day; however, in the beginning of her journey, the building aspect of the business stretched Dr. Thompson in ways she hadn’t anticipated.

“My frustrations came daily when I felt I was doing everything for everyone

and micro-managing the growth of our team. Team members didn’t get it, or were not doing what I thought they should do on my timelines to build their organizations,” she remembers.

These challenges prompted an important conversation between Dr. Thompson and her husband. “Three years ago, John and I discussed how I needed to back off and allow the team to grow at their own pace and start taking care of myself.” However, in hindsight, Dr. Thompson reflects, “Be careful what you ask for!” Shortly thereafter, Dr. Thompson had a medical emergency and found herself in the hospital, out of commission and uncertain how the business would function in her absence.

To her surprise and delight, Dr. Thompson’s team—affectionately called her dōTERRA family—showed up to the hospital. They stepped in to

teach Dr. Thompson’s classes and took on responsibilities Dr. Thompson had previously believed only she could do. “In a difficult moment, I watched my team grow beyond my dreams. Now I am a different leader. I focus on caring for myself, resting as needed, and trusting my team members will ask for help when they need it.”

From this experience, Dr. Thompson gleaned several invaluable lessons in leadership. For years, Dr. Thompson carried the weight of her dreams and goals on her own shoulders, but soon she was able to see the ever-growing circle of friends within her organization that were ready and willing to step into more responsibility. “I started this journey with an incredible enroller, who was like a sister to me. But now, I also have a downline team that I love like family and I am no longer the ‘bossy big sister.’”

## TREAT YOUR dōTERRA BUSINESS AS A BUSINESS

“Remember to schedule time to work on your business. Don’t expect a paycheck if you are not showing up for work. Be patient, be kind and most of all, have fun. We have an incredible opportunity not only to grow as people, but also to help others become better versions of themselves.”

FINDING A NEW  
FAMILY

“The future belongs to those who believe in the beauty of their dreams.” — Eleanor Roosevelt



## Katrina Ryan

WINNAMBOOL, VICTORIA, AUS

# THE POWER OF Vulnerability

In a rural town of a couple hundred people, in a house of five daughters—two with social challenges and four at home—Katrina juggles parenting, homeschool, and essential oil sharing. From the outside, Katrina's world may seem incredibly nuclear—small, even. However, through the channels of social media, Katrina's influence as a mother and educator expands around the globe.

There was a moment in Katrina's dōTERRA® journey that she believes changed the trajectory of her business forever. While other Wellness Advocates found success tapping into their warm markets and hosting classes in their homes with friends and family, Katrina found these strategies unsuccessful or impractical. She shares, "Because I had young children at home, and given our remote location, it seemed impossible for me to leave them to build my business. My warm market was resistant to what I shared, so I decided to tackle my cold market creatively.

"I set myself the challenge of making social media a way for people to meet me, instead of hosting workshops and launching my business from my physical home with my existing friends. Things I wanted to do on social media went against the grain of what most people were doing in their businesses at the time. I was getting requests from family and some friends to be more private about my life, and a few people asked me to delete my social media presence altogether because it was far too much spotlight on our home. I decided to go against these requests, follow my gut, and bare my all on social media."

Katrina intended to use social media as a platform for new meaningful friendships. "I wanted to allow people to get to know who I really am as a person and a mother and invite them along on this journey with me. I exposed my good, bad, and ugly moments so that I could meet people online who needed these oils in their lives like I do." On

challenging days, her followers might see her children's meltdowns, but they also saw how Katrina was using oils to support her kids.

By sharing how she used essential oils in real time, in her home, Katrina allowed herself to be vulnerable on a world stage. "My audience included people who didn't want to hear what I had to say, but I also met so many new people who became friends." Soon her followers-turned-friends were reaching out about joining her dōTERRA team.

Katrina recognizes that her success is built on a platform of vulnerability. She makes it a point to teach her team to do the same. Her advice? "Tell honest and relatable stories that place you right alongside potential customers. Don't stand above them as someone on a higher place with solutions to their problems. I share whatever is in my heart, every day, and real friendships follow."



## MAKING OUTREACH AUTHENTIC

**AVOID FILTERS.** "Don't be afraid to share unflattering realities about your life. People will relate and appreciate your honesty."

**BE CONSISTENT.** "One hallmark of a friend is their availability. Your social media followers are looking for the same thing. Share snippets of your life and interact with your friends and followers often."

**EDUCATE NATURALLY.** "As you share your life, you'll naturally educate about essential oil usage and benefits. This type of sharing is easy to do, and easy for others to receive."

"My decision to transition from just sharing the science behind the oils, to forming real relationships with my followers was the catalyst that transformed my business."



## Mary Kay Huesdash

LODI, OHIO, USA

# NO ONE BUILDS ALONE

**M**ary Kay began her dōTERRA® journey in complete denial that she was building a business. She invited friends and family to her upline's classes and incessantly shared her essential oil story with those she met, yet her own business strategy was the last thing on her mind. With time, and the encouragement of her husband and upline, Allison Preiss, she moved to the driver's seat of her growing dōTERRA dreams, started teaching her own classes and, in her own words, "the rest is history."

However, after the initial blossoming of her business, Mary Kay found herself stagnating at the same rank. Discouragement settled in and Mary Kay wondered how she would break the cycle of self-defeat. "I felt stuck," she shares. "Even though I would say I wanted to achieve Diamond rank, my mind, actions, and belief suggested otherwise. My number one strength is Positivity, and yet during this time I felt overwhelmed, frustrated, and not sure if I had the potential to ever achieve the next rank, let alone Diamond. My number two strength is Futuristic; through self-development, vision, and faith, I saw myself as the Diamond leader I wanted to be. I needed to get back to believing in myself. From there, things began to move forward again and I became unstuck."

However, harnessing her strengths wasn't enough for Mary Kay to push through the challenges that lay between her and rank advancement. Her success was ignited by the support of her husband and her team. Once Mary Kay got clear on how her own efforts help them achieve their dream and visions, she was a changed builder. "My family and my team are the reasons I am here. No one builds alone."

Today, Mary Kay stays motivated by the relationships at the heart of her business. "My team is everything to me. We lift and support each other when we need it most. Every team member has their own strengths and works this business in their own way; I have enjoyed learning how unique each one of them are. I love talking through certain obstacles and concerns with them and helping them create tangible solutions. We may not have it all together but together we have it all."

The same philosophy applies to Mary Kay's adoring family. She is inspired and supported by Steve, her husband of 38 years; their three sons; and their four beautiful grandchildren. "I never knew how much love my heart could hold until someone called me Nana! My mission is to share with my family the power of creating financial freedom and achieving their dreams."

**"The starting point of all achievement is desire."**

—Napoleon Hill

## THE REFINING ROAD OF DIAMOND CLUB

"When I decided to do Diamond Club, I knew it required a serious commitment to travel and attend classes for others, but there were times when it became quite a challenge. Sometimes I was gone a week at a time. There were long drives and nights I arrived home at 2:00 in the morning. I was physically and mentally exhausted. At the time, I was only two years into building, and I wasn't convinced all this sacrifice was worth it. My husband was my biggest supporter and just kept encouraging me to keep at it, have faith, and finish the program. As I look back on it now, I realize how impactful it was and how much I grew along the way. I can't imagine what I would be doing now were it not for dōTERRA and the growth that took place in my organization during my Diamond Club experience."





## Kathy Houle

ROUYN, QUEBEC, CAN

N'écoute jamais  
tes peurs

La beauté de dōTERRA®, son essence, selon moi, c'est que chaque consultant en santé et bien-être doit surmonter ses peurs, ses doutes et ses croyances pour pouvoir avancer et développer son plein potentiel.

Depuis que je me suis lancée dans cette aventure, j'ai eu peur, j'ai douté, je me suis sentie coupable, j'ai même parfois pleuré. J'ai dû faire face à mes propres peurs, mais également à celles de personnes que j'aime profondément et qui ne voulaient que mon bonheur. Mais, en fin de compte, j'ai grandi! Je suis maintenant plus épanouie et plus heureuse, et j'ai découvert en moi des forces dont je ne soupçonnais même pas l'existence. Je me suis reconnectée avec mon essence profonde, avec celle que je suis.

Mon couple est plus solide que jamais. Nous avons dû nous adapter, échanger

et trouver de nouvelles solutions à notre nouvelle réalité. Finalement, nous nous sentons aujourd'hui plus libres et plus près l'un de l'autre. J'ai rencontré une tonne de personnes fabuleuses et authentiques, des gens de cœur qui me poussent à briller davantage. Et il est là, le vrai résultat des deux dernières années, là où dōTERRA m'a amenée : je suis maintenant une meilleure version de moi-même pour moi, mais aussi pour les autres. Je travaille avec des personnes incroyables qui veulent le meilleur dans le monde. J'ai établi des liens avec des personnes que je ne connaissais pas avant dōTERRA et j'ai renforcé des relations sincères avec des amies et des membres de ma famille qui font maintenant partie de mon équipe!

Mon principal conseil serait le suivant : n'écoutez pas vos peurs, foncez, brisez une à une chacune des barrières

qui vous empêchent de devenir la personne que vous êtes réellement. Concentrez-vous sur votre mission. Si je pouvais vous écrire plus longuement, vous comprendriez rapidement en lisant toute mon histoire que les obstacles auxquels j'ai dû faire face ont été nombreux et colossaux. Pourtant, je les ai surmontés pour arriver là où je suis aujourd'hui, et c'est ce qui fait en sorte que je suis aussi fière.

Et sachez que malgré la distance parcourue, il m'arrive encore parfois de douter! Mais quel entrepreneur ne vit pas, de temps à autre ces périodes d'incertitude et de remise en question? Elles sont nécessaires et je dirais même qu'elles nous permettent d'avancer encore plus loin et qu'elles nous propulsent.

Regardez maintenant droit devant vous et foncez! Vous le méritez tellement.

"To me the beauty of dōTERRA is that each health and wellness consultant must overcome their fears, doubts, and preconceived notions to forge ahead to attain their full potential."



## SIMPLE STAPLES FOR ADVANCEMENT

**Love your teammates  
and work with them.**

"Develop a relationship that goes beyond the professional level. Just like you rely on your mentoring leaders, your team relies on you!"

**Cultivate yourself.**

"Your business will grow in return. Seek help from the outside. Every inspirational person I know has a personal development mentor to help them move forward and evolve."

**Lean on your mentor.**

"They will always be there for you. If you don't have one, find someone who can fill this role. If you are open, the counsel of others can help you evolve and progress."



# DIAMOND CLUB

## *not a destination*

Don't mistake the name for an exclusive club of high-ranking leaders. Diamond Club is an experience calculated to ignite your business and leadership development, and get you on the fast track to success.

**Is your business stalling? Do your dōTERRA® dreams and goals need a jump-start? Diamond Club is the experience designed to get you in the driver's seat of your life and help you accelerate toward your ultimate destination—success in your business and the fulfillment of your dreams.**

### The Value of Diamond Club

Diamond Club is a program for leaders who want to create momentum on their journey to Diamond rank. The goal of the program is to help participants support and build existing teams & establish new leaders outside their local area. Here's how:

- dōTERRA reimburses you to travel to build areas beyond your regular sphere of influence. The extra financial resources available enable you to reach more people and develop areas you wouldn't be able to build so quickly.
- dōTERRA provides new enrollee incentives for each new member who attends a Diamond Club event which includes free products & Loyalty Rewards points.
- The Diamond Club experience provides opportunities to grow as a leader and develop leaders on your team.
- As a participant you have a chance to earn an exclusive sourcing trip with Emily Wright.

### Are You Ready? Take the Quiz.

- ✓ Are you a Silver, Gold, or Platinum leader dreaming of the next rank?
- ✓ Do you want to establish and empower new leaders?
- ✓ Are you looking for ways to help your team focus on enrollments and classes to help them grow in essential areas of the business?
- ✓ Do you want to build your relationships with communities and train potential leaders away from your home?
- ✓ Are you willing and wanting to grow as a leader?
- ✓ What are you waiting for?

### Program Requirements

- Hold 3 local events (classes or one-on-ones) each month.
- Hold 3 out-of-area events (50 miles or more away from your home).
- From those events you need to have 10 to 18 enrollments each month (these do not need to be personal enrollments).
- Check with your Account Manager for more details.

### Timeline

- Diamond Club Spring program runs from February 1 to May 31
- Qualification month: December
- Application deadline: January 7
- Preparation month: January

**“Diamond Club was the weight needed to accelerate the gas pedal of our business. We have all these dreams we want to get to, and Diamond Club helped us get there a lot quicker!” —Ryan Boschma**

**70% of all global Diamonds and above have participated in Diamond Club**





Briony Bird

DUBBO, NEW SOUTH WALES, AUS

## WHEN PASSION MEETS PERSISTENCE

For Briony Bird, time has always been a foe. Battling the clock and scavenging for fragments of free time felt like a daily struggle for this dedicated mother with big dreams. However, if her experience has taught her anything, it is that priorities win out at the end of the day. “If you want something enough you will make the time to make it happen.”

It was a particularly demanding time in Briony’s life when she discovered dōTERRA® essential oils. A mom of two, Briony was on maternity leave from her teaching position. She found herself sharing her new passion with family and friends, and what began as a product-discovery quickly blossomed into a new business. Despite the demands of life that pulled her in various directions, Briony maintained a laser focus on her priorities and applied her time and energy to her goals. After running her first workshop in spring 2016, she achieved the rank of Gold by the end of July.

Briony is the first to tell you that that kind of persistence isn’t always picture-perfect. “For those first six months, I taught classes with my babies attached to me and older children running around. I was excited about my opportunity to empower mums with little kids, but building my business wasn’t the only goal in my life. My husband and I knew we wanted another baby, and we had plans to build an extension on our house. So, I returned to my full-time teaching job so we could secure our home loan.”

A year later, life hadn’t slowed down. After completing Diamond Club in May 2017, Briony learned she was expecting their third child. “I was working full-time at a high-needs behaviour school, travelling on the weekends to teach oil classes, running my husband’s painting company, and keeping our little girls happy and healthy. On top of that, we had just moved into our two-room backyard shed so we could begin extensive renovations on our home.

Life was crazy—and leaky. Every time it rained our little shed flooded!”

Remarkably, Briony and her priorities weathered the storms of that hectic chapter of her family’s life. She had made a goal to lead her team to Diamond before her baby was born. “I wanted to celebrate with my team and show that any dream is possible.” Reaching Diamond also gave her the choice to return to her teaching career after maternity leave. “Choice is a beautiful thing,” Briony says. “I would love for everyone to have the choice to do what makes them smile every day. This is what keeps me going. I want parents—especially mums—to have choice. Those early years with our children are so special and so fleeting. Life will always be busy, but if you prioritize what is most important for you and your family, stay persistent, follow your passions, and teach with purpose, every one of your dreams is achievable.”

### REGAINING MOMENTUM

Getting back into full dōTERRA swing after the birth of my third baby was more difficult than I had expected. However, I knew it could be done; I just had to get in and do it. These three habits helped me regain momentum:

- 1 Teach several classes every month
- 2 Connect with new and existing contacts every day.
- 3 Be persistent and consistent.

“‘Busy’ is just a word. To ‘be too busy’ or ‘not have enough time’ is just an excuse. We all have the same amount of time in a day—24 hours, 1440 minutes, 864,000 seconds. What makes us all different is what we choose to do with that time.”—Briony Bird



## Kelly Ketler

ST. CATHERINES, ONTARIO, CAN

# The Beautiful Possibility of More

**W**ith never-ending daily to-do lists on the home front, Kelly wondered in the early stages of her business if the time and energy she was pouring into her dōTERRA® business and if hitting “pause” on her previous plans and path, was the best decision for her family.

“I’ve had moments along the way,” she says, “that caused me to question if the investment I was making was worth it. Guilt surfaces when friends and family begin to question my decisions, or when I’m rushing to put my kids to bed so I can jump on a team call or leave to teach a class.

“But then, without fail, the universe will offer alignment and show me a sign and give me confidence that I’m on the right path. Maybe it’s a success story from a customer, or a builder who just shared their first big win, or someone who needs help and I have the tools to help them. The idea of quitting has not crossed my mind very often! My commitment to my business has driven me and kept me going on hard days when I felt like my sacrifices are stretching me too thin. I love what I do and why I do it.”

Kelly’s core motivation has always been her family. Prior to becoming a

mom, Kelly’s financial goals were not something that she gave much thought to. “We had enough money to keep a roof over our head and support our lifestyle. But looking back, I see that I was dreaming on a small scale!” Kelly’s two children and the opportunity of dōTERRA opened her eyes to a world of possibilities. Kelly is paving the way, opening the door, and setting an example for her daughters to adopt the same vision.

“My two little girls quite literally think I’m the coolest thing since sliced bread—at least for now! I hope the example I am setting for my girls empowers them to

**“It isn’t easy to balance all my priorities, and I’m okay with making small sacrifices for our future because I know it will be totally worth it. I’ve learned that the dream of time freedom that initially motivated me to pursue this business is really just a small piece of the bigger vision we now see for our future.”**



Images by Serena Swan Photography



find their own journey of discovery and growth. I want them to do hard things, to feel fulfilled, to explore, to make a difference in this world, to help others, and to feel the freedom of endless opportunity. So, while I am still cool in their eyes, I will show them my version of that path.”

Kelly is grateful for the constant support of her husband. From the beginning, he saw how fulfilling her work was for her, but he also saddled up beside her to enjoy the journey. “He comes to events—like leadership and convention; he soaks up the energy just as much as I do! Along with all the joy, he has shared the struggle of being stretched thin and trying to balance our lives.” Kelly and her family are grateful for all the richness their journey has added to their lives. She says, “I wholeheartedly think that dōTERRA has opened our eyes and hearts to the possibility of more!”

## FUEL YOUR DREAMS WITH PASSION

**See people first.** “I enjoy meaningful conversions with people about how the oils will positively impact their lives. It’s amazing to help them open their eyes to possibility.”

**Find joy in education.** “We get to be sources of powerful knowledge! Have fun with this and remember you have information others need.”

**Grow your network.** “In this business you get to make connections with new people that we may not have otherwise had the space or means to connect with! I consider that a true gift!”

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



## Terri Pace

ST. JAMES, NEW YORK, USA



# LIFE IS A GIFT

**“Terri Pace is not only the mother of a child born with a severe case of cerebral palsy requiring a life-time of 24-hour nursing care, but she also lost her husband suddenly when she was a young mother, and was left to raise two children alone under challenging circumstances. Terri is an example of staying positive, enduring to the end, and ending up ‘on top’ in every way in life.”—Becky Hintze, Presidential Diamond**



For Terri, the 2018 Leadership Retreat offered fresh perspective and renewed passion. She returned home determined to achieve her newly formed goal of walking as a Diamond at the 2018 Dream Convention. However, that spring brought a tidal wave of challenges to Terri and her family, and Terri’s tenacity was tested.

In April, Terri was hospitalized for 13 days after undergoing surgery; seven weeks later, barely recovered herself, Terri was back at the hospital with Dominic, her son with cerebral palsy. “This was his first hospitalization in eight years!” says Terri. “We were between life and death—again. Having been through the same trauma many times before, I felt old limiting mindsets materializing. I cancelled every class, all my appointments, and I even stopped scheduling new items on my calendar. And sadly, I let go of my goal to qualify for Diamond recognition at Convention.”

Right about this time, Terri was asked to develop a vision statement; she had to clearly define the impact she wanted to have on the world. She considered how she wanted people to feel when interacting with her, what specific results she sought from her work, and what specific actions she would take to achieve those results. Terri remembers, “Most of the individual tasks we do every day to build a dōTERRA® business feel trivial and inconsequential on the surface—sending out that email, making that phone call, following up on a lead or request, texting to remind or invite a friend to a class, or giving someone a sample. And in the face of the many life or death situations I had experienced, these actions can seem especially unimportant!”

As Terri immersed herself in the exercise, she began to see that in the context of her vision, of her purpose, the seemingly trivial things took on real significance. “Every sample I give, every

text or email I send, every appointment I make, and every single task takes on profound meaning as it furthers the vision for our team.”

Defining her vision statement helped Terri discover that these very business-building and relationship-building actions are not trivial. “Every sample, every text, every email furthers this mission of helping you see life as a gift, helping you have amazing experiences where you now want to go out with an outward mindset to live your unique mission.”

With 10 days left in the month, and surrounded by a thriving community of leaders, this renewed ability to see the profound in the seemingly inconsequential empowered Terri to reclaim the goal she had set at Leadership Retreat. Despite inordinate challenges, Terri realized her dream and walked as a Diamond at convention 2018.



## TERRI'S VISION STATEMENT

### IMPACT OF OUR TEAM ON THE WORLD:

- Help people live healthier lives through simple daily routines.
- Nourish the physical, emotional, intellectual, and spiritual health of individuals
- Inspire others to embrace an outward mindset.

### WITH US, PEOPLE WILL FEEL:

- **Hopeful** that their future is filled with potential;
- **Empowered**, that the solution lies within
- **Connected** to and **Supported** by a thriving community.
- **Joyful** because they are capable of restoring healthy relationships

### RESULTS OF OUR TEAM:

- Build simple daily habits toward success and reach their goals.
- Use essential oils with confidence, expand their inventory of oils in their home, and create integrative natural solutions for all facets of life.

### ACTIONS OUR TEAM WILL TAKE:

- Inspire others with the passion and purpose we have.
- Make it easy to live and love a natural solutions lifestyle through personal encounters, group classes, and online education.
- Walk the journey with our team members, guide and nurture to the next step, and always match efforts with them—product users and builders alike.



## ■ Larry & Nikki Shorts

QUEEN CREEK, ARIZONA, USA

# BRAVE ENOUGH TO BLOSSOM

Back in 2011, Nikki was just beginning to build her dōTERRA<sup>®</sup> business and the prospect of teaching classes seemed like an insurmountable obstacle. “I’m an introvert by nature, and I didn’t see how I could be successful at teaching others. My amazing upline, Melissa Guthrie Rowley, believed in me more than I believed in myself. She was right beside me all the way, until I was able to fly on my own. I honestly don’t think I taught a class for over a year and a half; I always found a way for others to teach for me!”

Then, one day, Nikki’s friend wanted to bring her mother-in-law over to play in Nikki’s oil box. Instinctively, Nikki wanted to call Melissa who would effortlessly take the lead in an impromptu class, but Melissa was out of town. Nikki was on her own.

“I could have said ‘no,’” Nikki remembers, “but I love my oils and couldn’t keep it all to myself. So, I invited them over and she enrolled! That was such an empowering moment.” Nikki’s confidence began to blossom; however, it took time and lots of consistent practice before Nikki felt she had conquered her fear of teaching. “At the beginning of every class I taught, I remember standing

in front of the room and hearing my voice crack and my body tremble.” However, Nikki was persistent, and soon she was speaking in front of large groups with noticeably less fear. She says, “The more we do something, the better we get. I had to remind myself of that often in the coming months; as I prayed and leaned on my husband for support, I began to believe it.”

Now Nikki is poised to help other wallflowers find their strengths in this business. “I love liberating others from their fears and lifting them to a place they could only dream about reaching. I do this by believing in them before they believe in themselves.” Nikki no longer steps in to teach classes for team members she knows are ready to bloom on their own, but she is always by their side, offering encouragement and support.

“I am beyond grateful to my upline,” Nikki says, “who still supports me today. I have a solid team of committed and loved builders. Other builders in dōTERRA have reached Diamond much faster, but I was never ready to be a Diamond until the day I hit it. Everyone and every team has their own pace. The relationship we build along the way are truly lifelong, and they are what ultimately give us the confidence we need to grow.

**“Looking back, I can see that I have always been my own biggest roadblock. My dōTERRA journey has definitely been a personal development course disguised as a business; I have grown into a person that, only a short while ago, I had only dreamed of becoming. And I’ll only continue to grow!”**



## SIMPLE REMINDERS

### BE PATIENT

“It has always been a struggle to find space in my busy calendar for dōTERRA. The more successful we become, the more time and sacrifice is required to work our business. You and I are still works in progress!”

### BUILD BUSINESS INTO LIFE

“I have always built my business into my regular routine. If I was at sporting events with my daughter, you know I was using my oils. I would talk with people in lines at grocery stores and one of my builders asked if we could have our weekly call at the car wash on Monday mornings!”

### EMBRACE FLEXIBILITY

“Being a Diamond has given me so much flexibility to be able to accommodate others’ busy schedules and allow me the time freedom I needed for myself and family!”



## Corrie Ratzat

CAYUCOS, CALIFORNIA, USA

THE  
GIFT

"I honor their gift by sharing oils with every person I can share with. I love using my Fast Start Bonus to be generous to the people who enroll with me."

In February of 2012, Corrie received a dōTERRA® package from her mother in-law. She had never heard of the company, so when she opened the package and saw a small box of bottles, she assumed they were perfumes. Corrie remembers, "I hollered out to Jake to let him know it was settled, his mom was trying to kill me. She was fully aware that I struggled with respiratory issues, so there could be no other reason for her to send perfume unless it was with full intent to finish me for good." Corrie didn't realize that her mother in-law had enrolled her as a Wellness Advocate with a Family Essentials kit.

"I kindly thanked Mike and Heather Ratzat for the gift and set it aside with no intention of opening the bottles. Essential oils were, at that time, the farthest thing from my mind. We were struggling financially, and potentially losing our home that we had put all our money into. The state of stress around finances was taking a toll on my physical health." After months of feeling tired and emotionally run down, and

"What I've learned is that partnering for long term success is much more rewarding than forcing it to happen without everyone on board. I now have five Silver partners who all want to be at Gold rank as much as I want to be a Blue Diamond! There is no feeling that tops that!"

repeated suggestions from both her father and mother in-law, Corrie finally cracked open the oil bottles and began incorporating them into her routine. She hasn't stop using them since.

"I often reflect on what life looked like for us when we were first introduced to dōTERRA products," says Corrie. "I think if I had gone to a class, or if someone had suggested I purchase the oils, I

know I would not have chosen to enroll myself. I would have thought of so many reasons for me to say "no" back then. I am so thankful that my in-laws recognized the limitations I had constructed for myself and they were generous enough to gift me my enrollment.

"I honor their gift by sharing oils with every person I can. I love using my Fast Start Bonus to be generous to the people who enroll with me. I always gift educational material for them to learn more about the oils they have. Sometimes, when I recognize that someone is in a phase that is economically or emotionally similar to mine when oils were introduced to me, I will gift to them an enrollment with oils. If nothing else comes from it, they'll have a tool that they may have been unable or unwilling to give to themselves. Even better, that person might become a Presidential Diamond in dōTERRA, and that simple gift doesn't just help one person, it changes the lives of thousands!



## 1 THE FEAR OF SUCCESS.

"Looking back at the times when my growth was stagnant, I feel that fear played a large roll at that time in my life. I never realized how much I feared success until it was knocking at my door."

## 2 ENCOURAGE YOUR TEAM. "Having overcome my own fear, my goal now is to help my partners dissect that fear and look at it, so they can move through it."

## 3 DON'T GET COMFORTABLE. "Advancing from Premier rank up to Silver rank seems to be a big hurdle for many. Premier is a comfortable rank where you're making more money than you are spending, but not enough money to let go of the routines and struggles that feel familiar."

## 4 BE BRAVE. "Without realizing it, people find comfort in the 9-5 lifestyle because they know what to expect. Succeeding in dōTERRA means making changes in our routines and stepping into uncharted territory. "





“Sharing oils and guiding others in their dōTERRA adventure is not just a business, it’s a stewardship.”



NEW dōTERRA BLUE DIAMONDS

## Byron and Renee Twilley

WAMBERAL, NEW SOUTH WALES, AUS

# EYES TO SEE THE POSSIBILITIES

Balance eluded Renee and Byron Twilley for the first few years of their dōTERRA® business. The couple was working full-time, so sharing essential oils and team building consumed their evenings and weekends—time usually reserved for family and friends. Feeling the weight of a lopsided workload, Renee and Byron often asked themselves, “Why are we doing this? We work so hard and hardly get paid anything. Is the sacrifice worth it?”

During these early days, the couple relied on each other for support and reassurance. “We feel so fortunate to have had one another to lift each other up and stay aligned with our dreams. We had personally experienced the life-changing benefits of essential oils, and as we watched countless others receive the same benefits, we simply couldn’t stop.”

Renee and Byron determined to harness the power they found in

helping others, and it was that passion for sharing goodness, making a real impact, and empowering others that fueled them throughout the three years it took to achieve Diamond rank. “Yes, there wasn’t a great deal of balance in our lives during those years, but we knew we’d reestablish balance as we matured as leaders and grew our business. Now we get to work from home and spend more time with our little girl, Indi. Let’s just say we are over the moon happy that we didn’t quit!”

Now the Twilleys empower others to have the same long-term vision for their lives and business. “We often hear dōTERRA is a personal development business wrapped up in essential oils. And it’s true! We’re all learning and growing as individuals, and as a team. We always offer unconditional love and support for our team members. We always show up and are there as friends and mentors.”

This proved especially true for one of the Twilley’s struggling team members. The couple recognized this person wasn’t ready to run workshops alone, but they also saw their team member’s potential and were ready to step in with encouragement and support. Renee and Byron ran more workshops than they normally would to help their teammate succeed and grow. “Now that person is a Diamond leader! Introducing them to the oils, focusing on their journey in health, and then inviting them to share at the right time was the perfect approach. It was the perfect example of how we need to be flexible in our mentorship and focus on the needs of our team.”

Renee and Byron’s leadership style is anything but shortsighted, and this expansive vision of what is possible yields success and joy, not only for their own family, but also for every life their stewardship reaches.

## LESSONS ON PLACEMENT

### There’s no right or wrong way

“We look at each placement individually and make a choice that works best in the given situation.”

### Don’t rush rank advancement

“Look at long-term relationships and possibilities.”

### Grow where you are planted

“Accepting and embracing where you are is one of the biggest lessons in placement we have learned.”

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



# dōTERRA® WELLNESS ADVOCATE *Recognition*

## TRIPLE DIAMONDS



PATRICK & ALLYSE SEDIVY

## DOUBLE PRESIDENTIAL DIAMONDS



WES & HAYLEY HOBSON



STEVEN & MONICA HSIUNG



BOYD & SANDY TRUMAN

## DOUBLE BLUE DIAMONDS



DAVID & TAWNYA 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



ANGE & CHRIS PETERS



KACIE VAUDREY & MIKE HITCHCOCK

PRESIDENTIAL DIAMONDS



MATT & KELLY ANDERSON

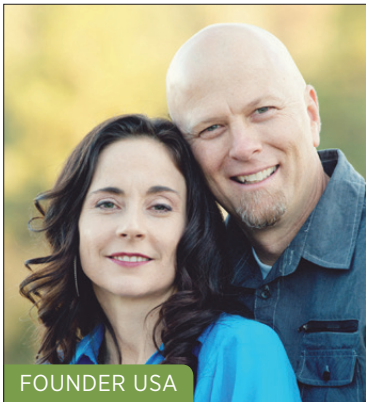


TARA BLISS



ELENA BROWER

PRESIDENTIAL DIAMONDS



JAMES & ROXANE BYBEE



JUI CHANG & CHIA HSIU JUAN



CHRISTIAN OVERTON & MARK EWEN



SCOTT & RHONDA FORD



JEANETTE FRANSEN



JEFF & JEN FREY



LI & LANCE FRYLING



ROGER & TERESA HARDING



JOHN & MELYN HARRISON



PRESIDENTIAL DIAMONDS



LORI & JOE HAYES



SHANE & REBECCA HINTZE



PAUL & BETSY HOLMES



NATE & BRIANNE HOVEY



CHUN MING HSU & HSIN PEI HSIEH



CLAY & JESSICA IDTINGS



JOSH & SEASON JOHNSON



HENRIETTE KALGRAFF



KYLE & KIERSTON KIRSCHBAUM

PRESIDENTIAL DIAMONDS



MIKAELENA KNIGHT



WEN HUNG KUO & SHIH AN KUO



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ZACKERY & STEPHANIE MARTIN



JOSH & KEELI MARTINEZ



STEVE & KIMBERLEY MILOUSIS



NATE & DANA MOORE



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PRESIDENTIAL DIAMONDS



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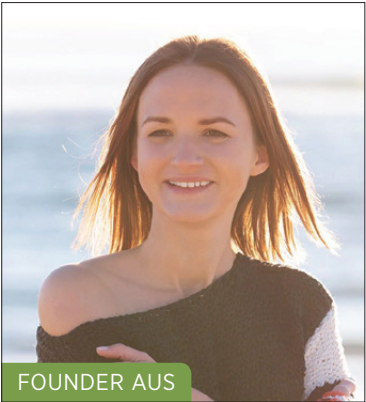
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MARIE-KIM PROVENCHER



KIM & ROB REID



FOUNDER AUS  
JESSIE REIMERS



ALICE NICHOLLS



FOUNDER JPN  
SUMIKO NOBORI



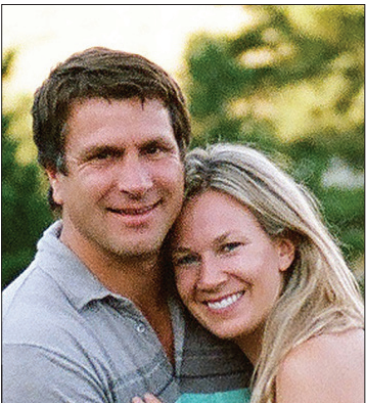
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RIYO OGAWA



MELODY & WALTER WATTS



CHRISTIAN & JILL WINGER



KEVIN & NATALIE WYSOCKI



FOUNDER AUS  
PAUL & VANESSA JEAN BOSCARIELLO OVENS



ERIC & KRISTEN PARDUE



FOUNDER AUS  
ADHEESH PIEL & SANTOSHI STONE



FOUNDER JPN  
TOSHIYA & IZUMI YANAGIHARA

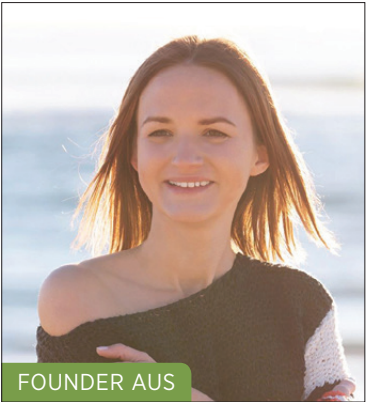
PRESIDENTIAL DIAMONDS



MARIE-KIM PROVENCHER



KIM & ROB REID



FOUNDER AUS  
JESSIE REIMERS



MELODY & WALTER WATTS



CHRISTIAN & JILL WINGER



KEVIN & NATALIE WYSOCKI



BLUE DIAMONDS



ALICE ABBA



AMBER & JOHN ADAMS



PAUL & DELMAR AHLSTROM



WILBUR & JESSICA ANDREWS



LIZETH BALDEMAR DE ARRAS



CORINNA CHUSE BARRUS



DANIEL & CRISTINA BENITEZ



KEN & WENDY BERRY



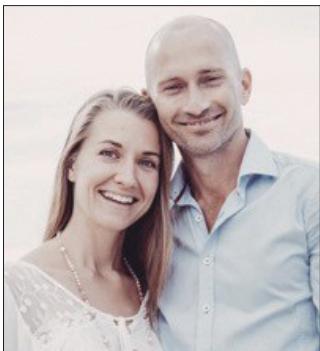
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NATALIE BLACKBURNE



JEREMY & MICKI BOBERG



STACEY BORSERIO & ZACHARIAH AURELIUS

BLUE DIAMONDS



NATHAN & REBECCA BOWLES



CHRIS & KAREENA BRACKEN



JENNIFER BRADY



NICK BROADHURST & MELISSA AMBROSINI



BEN & CAMI BUCHTA



SUSAN & DAN BURSIC



JEFF & CHERIE BURTON



GERARD JR. & CARMEN BUSCH



KIM & JERRY CAMUSO



BRADY & MICHELLE CANNON



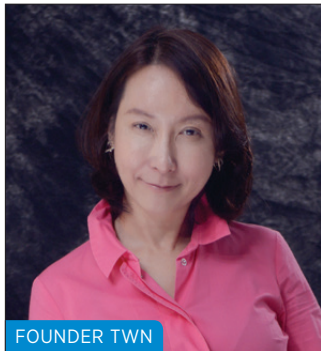
JUAN JULIAN CARBALLO ESPINOSA & REYNA BEATRIZ HERRERA REYES



JESSICA CHAMPAGNE



BLUE DIAMONDS



SHUANG SHUANG CHANG



ETSUKO & RICK CHIDESTER



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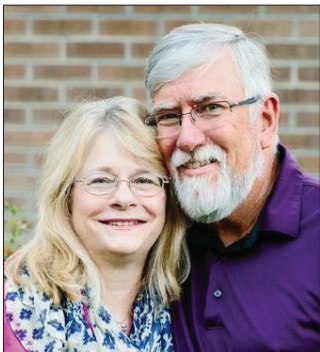
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SPENCER & BRIANNA COLES



WILLIAM & KARI COODY



RICHARD & ELIZABETH COPELAND



ADAM COPP & ROSIE GREANEY



MAREE COTTAM & DIRK VANDERZEE



JAMES & TANYA COTTERELL



VERN & JENNY CRAWFORD



STEVE & GINNA CROSS

BLUE DIAMONDS



DANIELLE DANIEL



LEONIE DAWSON



MOLLY DAYTON



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



EM FALCONBRIDGE



BLUE DIAMONDS



DAMIAN & JENNA FANTE



CHRISTY & ANDREW FECHSER



MEGAN FRASHESKI



ARIN & GABE FUGATE



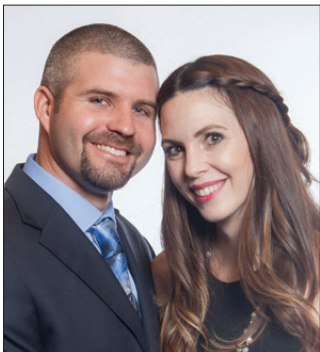
CHIHU FUJIWARA



LOUIS FUSILIER & MONICA  
GOODSELL



AL & MAUREEN GARCIA



ANDY & MISSY GARCIA



MARC & JENN GARRETT



JEFF & KATIE GLASGOW



DR. ANDREW & RUTH GOUGH



STEVE & KRISTINE HALES

BLUE DIAMONDS



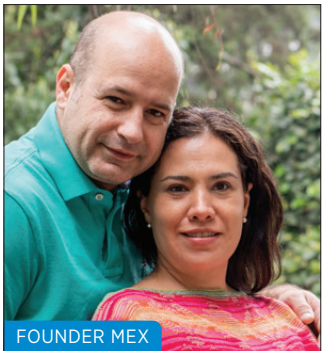
LINDSAY & CRAIG HAMM



MARTY & JIM HARGER



AISHA HARLEY & LARRY  
SPILBERG



FOUNDER MEX

IAN & PAOLA HERREMAN



BRYANT & BRIANNA HESS



JIM & LARA HICKS



BENJAMIN & STEPHANIE  
HOWELLS-SCOVILLE



FOUNDER TWN

CHIH JUNG HUANG & CHEN  
CHEN CHANG



CHING YING HUANG



BRIANNE & JORDAN HURDAL



MARY HYATT



TAKESHI IGARASHI



BLUE DIAMONDS



JACKIE ISLES



MATT & SARA JANSSEN



LAI JAUCHING



CHRISTINA & LEWIS JESSUP



JARED & RACHEL JONES



LISA & RICHARD JONES



JEREMEY & ANNETTE JUKES



JO KENDALL



DRU & GINA KIESEL



AMY KILLINGSWORTH



RYOKO KIMURA



LAURA & SHAWN KING

BLUE DIAMONDS



MATT & BAILEY KING



MIE KIRA

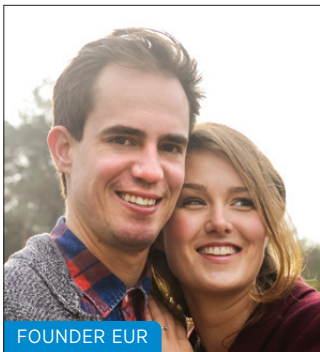


MIKE & MEGAN KNORPP



FOUNDER JPN

ASAKO KOBAYASHI



FOUNDER EUR

WILLEM-PAUL & LOUSSANNA KOENEN



JON & DUQUESA LAMERS



FOUNDER USA

JUSTIN & TAHNA LEE



FOUNDER MAL & SGP

CHUA HONG LEONG & LAW SHU LI



FOUNDER TWN

YU YIN LI



PO HSIU LIN & FANG SU KUAN



JOANNE LING & TRACEY FRY



FOUNDER TWN

CHIH JEN LIU & MAN TSAI



BLUE DIAMONDS



STEVE & RACHEL LOTH



DWAYNE & TRACY LUCIA



STEVE & TRACY LYMAN



DAVID & HEATHER MADDER



KELLY MALLINSON



ALONTO & DESIREE MANGANDOG



TIM & EMILY MASCARENHAS



FOUNDER JPN  
TERUMI MATSUSHIMA



FOUNDER JPN  
SHOKO MATSUYAMA



AARON & TONYA MCBRIDE



TONY & AIMEE MCCLELLAN



ROGER & CAROL-ANN MENDOZA

BLUE DIAMONDS



BECKY METHENY



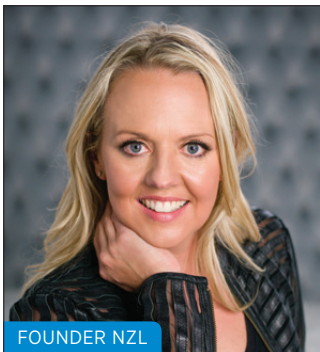
JARED & NICOLE MOULTRIE



HOWARD NAKATA



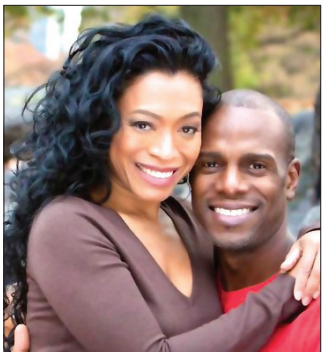
ROSIE NERNEY



FOUNDER NZL  
DR. MARTHA NESSLER



JONATHAN & DEANNA NICHOLS



DR. ZIA & KY NIX



FOUNDER JPN  
MITSUKO NOMIYA



NATHAN & JENNI OATES



RICHARD & JENNIFER OLDHAM



DR. JOHN & HEATHER PATENAUDE



LASSEN PHOENIX & BRYAN HUDDLESTON



BLUE DIAMONDS



GERALYN POWER & DANIEL SALOMONS



SABINE & MATTHIAS QUARITSCH



JENNA & ANDREW RAMMELL



ROD & JEN RICHARDSON



WINDI & SAMUEL RIFANBURG



BURKE & NATALIE RIGBY



ADAM & NISHA RIGGS



FRANK & JACQUELINE RITZ



DANIELA & FERNANDO ROMAY



JUDY RUSHING



GARY & KARINA SAMMONS

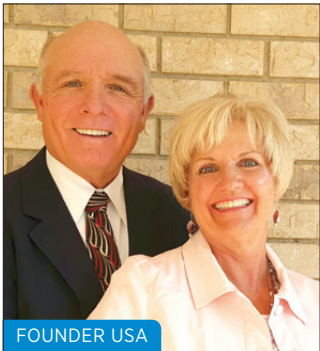


JOSIE SCHMIDT

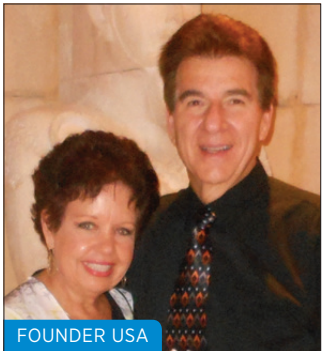
BLUE DIAMONDS



JEFF & DIANE SHEPHARD



TERRY & LIL SHEPHERD



DAVE & PEGGY SMITH



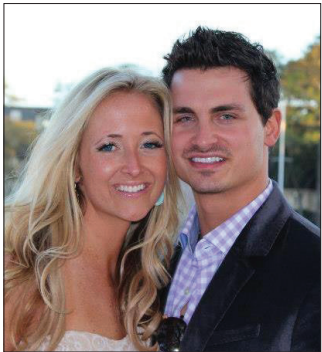
RYAN & DANI SMITH



DR. MARIZA SNYDER & ALEX DUNKS



NATHAN & MINDY SPRADLIN



STEFANIE & BRANDON STAVOLA



JIM & TAMMY STEPHENS



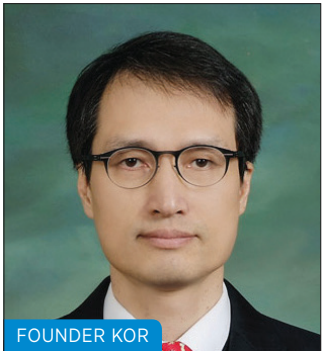
JAMES & CHELSEA STEVENS



LAURA STOKER



JEFF & MEGAN STYBA



HOON SUH



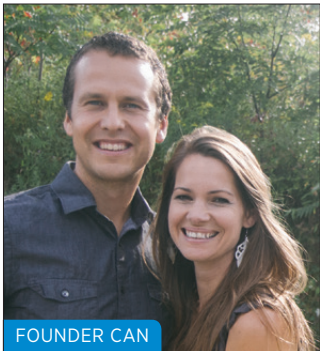
BLUE DIAMONDS



CHEN CHIEN TANG & CHIAH LING LI



BILL & MEAGHAN TERZIS



BRAD & DAWNA TOEWS



BETTY TORRES



MATT & ALICIA TRIPLETT



JASON & ALLISON TRIPP



GINA TRUMAN



CHERIE & MAX TUCKER



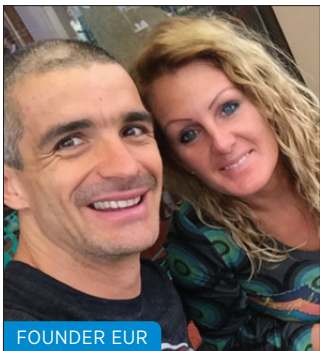
FUMIKA UCHIDA



KARI UETZ



MARK & LORI VAAS



KAROLY & REKA VACZY

BLUE DIAMONDS



SHANE & KRISTIN VAN WEY



MICHAEL & SARAH VANSTEENKISTE



JOEL & SHERRI VREEMAN



HEATHER & AARON WADE



KENNY & STEPHANIE WAHLBERG



CHARLES & HELEN WANG



TIENH SIUNG WANG & HSIU CHI LIN



WENDY WANG



AMY & CHARLIE WIDMER



HAYLEY & BEN WIESE



JOHN & KALLI WILSON



LISA WILSON



BLUE DIAMONDS



JARED & SHEREE WINGER



DANIEL & AMY WONG



EDWARD & LINDA YE



PEI CHI YI



HUANG HUI YU & WEN  
CHIANG SU



SUN ZHONG & XI FUCHUN

DIAMONDS



KEVIN & KIM ABAIR



DR. JOHN & JENNIFER  
ACCOMANDO



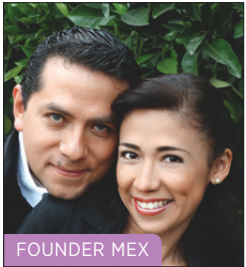
ATANASKA ADAMS



KATIE ADAMS



KEVIN & NICOLE  
ALMEIDA



BRENDA ALTAMIRANO  
& OSCAR CORDERO



LORENA ALVARADO  
MORALES



DAVID & SHANNON  
ANDERSON



NEAL & ERIN  
ANDERSON



SARAH KATE & CRAIG  
ANDERSON



JENNIFER ANTKOWIAK



CLAUDIO & JANA  
ARANCIBIA



LUZ MARIA ARGUELLES



ANA LEDA ARIAS &  
CARLOS PANIAGUA



KAZUYUKI ASAKAWA



KAREN ATKINS



DAVID & ASTI  
ATKINSON



PETAH-JANE AUCKLAND-  
HALL & URA AUCKLAND



BENTON & ELIZA  
BACOT



YEON JI BAE



PETER & SUSIE  
BAGWELL



NATE & KELLY BAILEY



PERLA BALDEMAR &  
JORGE TENORIO



BEN & JADE BALDEN



FAINA BALK



DIAMONDS



KENDRA BAMFORTH



RICK & HAYLEY  
BAMMESBERGER



MACKENZIE BANTA



KARL & REBEKAH  
BARLOW



ERIC & BECKY BARNEY



ADAM BARRALET



JAYNE BARTLETT



ANTHONY & ALISON  
BARTOLO



FOUNDER EUR  
MONIKA BATKOVA &  
MARTINA VALNICKOVA



ASHLEY & CHRIS  
BEANS



LISA BEARINGER



DAWN & MARK BEHM



JUDY BENJAMIN



KATRINE BERGE



JOY BERNSTEIN



MELFORD & CONCETTA  
BIBENS



FOUNDER EUR  
GEORGIANA & KLAUS  
BIRTHLER



JENNIFER BITNER



ERIN BLOTT



JAMIE BOAGLIO

DIAMONDS



JON & KENDRA BODINE



ANNIK BOILY



FOUNDER MEX  
LOURDES BORNACINI



RYAN & JESSI  
BOSCHMA



RUTHI BOSCO



LAILAH ROSE BOWIE



FOUNDER EUR  
BECKY BOWLES



DR. JAMIE &  
CHRISTINA BOYER



ALINA & RAUL  
BRACAMONTES



TIM & CARRIE BRADLEY



MELODY BRANDON



JASON & KAMILLE  
BREUER



ALLISON & BILLY  
BRIMBLECOM



RACHELL  
BRINKERHOFF



JAKE & ALEXA  
BRODSKY



ADAM & CAREY  
BROWN



RUSS & CHAR BROWN



STEVE & BRENDA  
BROWN



FOUNDER EUR  
MARIO JÖLLY &  
SABINE BUCHNER



ANNIKA BUCKLE



ERIKA BUTLER &  
RICK HENRARD



ANNE CALHOUN



ISABEL & DANIEL  
CALKINS



DAWN & MARCELLO  
CALVINISTI



LORI & CHRIS  
CAMPBELL



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



SAM & TIM CANNELL



MELISSA CANNON



ERIKA & JOHN  
CAPPELMANN



CATHERINE & KYLE  
CARRIGAN



BEN & ADABELLE  
CARSON



RACHEL & DARYL  
CARTER



JONATHAN & AMY  
CARVER



DAVID & ANDREA  
CAUFFMAN



EARL & LACEY  
CHALFANT



KUI FEN CHANG



DAVID & ANA  
CHAPMAN



NATHALIE CHAUSSEAU



FOUNDER TWN  
CHIU SHIANG CHEN



FANG CHIH CHEN



FOUNDER TWN  
FU YU CHEN



LIN YI CHEN



SHUFEN CHEN &  
CHIALING CHANG



WANG PEI CHEN



WEI-FANG CHEN



LUO YU CHI

DIAMONDS



CHIH HSUN CHIEN & SU  
JU HUNG



CHIH MING CHANG  
CHIEN & HSIU CHU  
TUNG



LI YI CHING



GINA CHO



FOUNDER MAL & SGP  
SIN EE CHOK



SHU CHU CHOU



FOUNDER USA  
GREG & MARTI  
CHRISTENSEN



JOSIAH & MELISSA  
CHRISTOFFER



HUNG YI CHUNG



CATALIN & ELENA  
CIMPOESU



DARRYL & ANNIE  
CLARK



MARC & ROMI CLARK



MIKE & RACHELLE  
CLEARY



FOUNDER EUR  
RONELA CLEP



ANDREW & SHANNON  
CLOUGH



FOUNDER CAN  
ALLISON COCHRAN



BRETT & FARRAH  
COLLVER



MIRIAM ADA  
COMANICIU



MATTHEW & AMIEE  
CONNER



JOAN COON



TANIA COTE



NANCY COUTURE



KENT & STEPHANIE  
CRANE



AMY CRAWFORD



JOHN CROFT & NOEL  
BLANCHARD



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



NATALIE CUTLER-WELSH



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



KASHMIRA DIVINE



ANGELA DODGE



BONNIE DONAHUE

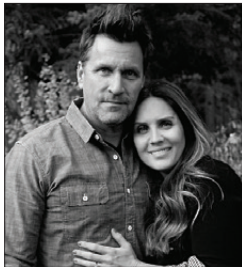


JENNIFER DONOVAN

DIAMONDS



KARINE DOSTIE



CURT & TONIA DOUSSETT



ROGER & EMMANUELLE DUCE



DAVE & LIZ EATON



LORRAINE ELJUGA



ROSALIE ELLIOTT



DENNIS & MARY ENGLERT



PAOLA & SILVANO ESPÍNDOLA



HEATHER & PAUL ESSLINGER



DARNIE EWART & STEPHEN NATTRESS



FORREST & LESLIE EXLEY



BECKIE FARRANT



LEONIE FEATHERSTONE



KNUT & CHRISTY FEIKER



DANA FELDMEIER



DANIEL & MICHELE FENDELL



DR. ROBERT & KIYLA FENELL



YI I FENG



YUWEI FENG & CHANGPU YU



DALE & TONYA FERGUSON



MIKE & SHERRIE FERRELL



DRS. TEEGAN & SARAH FIEDLER



BARRETT & CARA FINES



DAN & KIRA FISCHER



MARLENE FLAX



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



HAYLEY FLEMING



SAMSON & LETICIA FOLAU



HALIE FORRE



AARON & WENDY FRAZIER

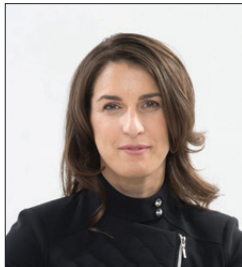


SHELLEY FUGE



FOUNDER JPN

KAORI FUJIO



MYLÈNE GAGNON



RAPHAËLLE GAGNON



LESLIE & ROGER GAIL



STEVE & LAURA GARCIA



GINO & AMANDA GARIBAY



DAVID & CRYSTAL GARVIN



FOUNDER NZL

ANGELA GEEN



JULIE & SCOTT GETTY



BRANDON & LINDSEY GIFFORD



REBECCA & BRIAN GILLESPIE



BRAD & TOBI GIROUX



TAMALU GLENDE



THOMAS & AMY GLENN



TESS GODFREY

DIAMONDS



POLINA GOLDBERG



VERONIQUE GOLLOHER



FOUNDER MEX

ERICK GONZALEZ



LUKE & TERESA GOODLETT



JAY & DEBBIE GORDON



BÉNÉDICTE GRAF



ADAM & LEAH GRAHAM



LINDSEY GRAHAM



BRIONY GREEN



MICHELLE GROSS



CHRISTOPHER & KELSEY GUERRA



CURT & CAROL ANN GUEST



LINDSEY & SETH GUNSAULS



TASHA HAKEEM



ANASTASIA & AARON HALCOMB



MATTHEW & SEANTAY HALL



ERIN HALLINAN



KIRK & JENNIFER HAMILTON



HUANG PO HAN



RENE HANE BUTT



KARA HANKS



DR. SANDRA HANNA



KERRY HARPER



NATALIE HARRIS



RYAN & JENYCE HARRIS



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



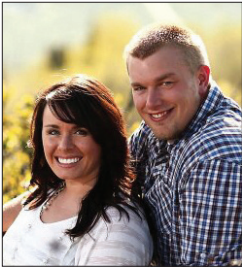
TODD HART



GARTH & JULIE HASLEM



SCOTT & SHYANNE HATHAWAY



MARK & ALICIA HAUGSTAD



JENNIFER HEATH



ELLIE HEDLEY



FOUNDER CAN  
DRS. MARISSA HEISEL & PETER KRAVCHENKO



ANTHONY & DANIELLE HEIZENROTH



PAUL & TERI HELMS



SUSAN HELZERMAN



FOUNDER USA  
GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



FOUNDER USA  
TERRY & MARIA HEUSER-GASSAWAY



FAITH HILL



JESSE & NATALIE HILL



CHLOE HILTON-CLOW



FOUNDER MAL & SGP  
ELIZABETH HO



GREGORY & SUSANNA HOBELMAN



BILL & JODY HOFFMAN



LINE HOLDAL

DIAMONDS



JOY HORSEMAN



FOUNDER MEX  
OSVALDHO HOSORNIO & CAROLINA CEREZUELA



KATHY HOULE



JESSE & BREANNE HOUSTON



KELLI HOWIE



CHIA LIN HSIEH



FOUNDER TWN  
FU LUN HSIEH & CAROL SUNG



YUE WEN HSIEH



CHEN YU HSIN



SHU CHIN HSU



TE FU HSUN & CHING SHUE WANG



JEFFERY & MIRANDA HU



HO NIEN HUANG



MICHAEL HUANG



ROCHELLE & JOSH HUBBARD



JENNIFER HUDGENS



MARY KAY HUESDASH



AMY HUFFMAN



CHRISTY & REID HUGHES



JENNI HULBURT



JEANESE HUMBERT



MARGHERITA HUMPHRIES



CHIA-HSUAN HUNG



RICK & KATHY HUNSAKER

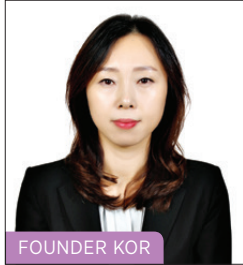


BJ & MEGAN HUNTER



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



FOUNDER KOR  
KUN YOUNG HWANG



REBECCA IFFLAND



FOUNDER KOR  
BOO KYUNG IM



CHE MYUNG IM



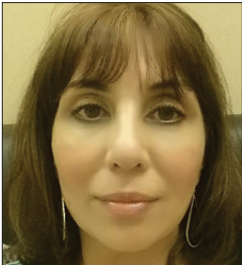
FOUNDER CAN  
CYNTHIA INCZE



CHRIS & AMY INNES



DR. DAN & KELLY  
IRIZARRY



RELEAF ISMAIL



CHIHARU ITOU



REBECCA JACKSON



JASMINE JAFFERALI



FOUNDER EUR  
SABINE & HARALD  
JAHN



JAN JAMES & RICHARD  
BRADLEY



FOUNDER USA  
ROB & WENDY JAMES



DALE & JENNIFER  
JARAMILLO



JOSH JELINEO & BEBE  
MCFALL-JELINEO



FOUNDER KOR  
HABONG JEONG



XU MING JIANG



AARON & JESSA  
JOHNSON



KILEY & NORA  
JOHNSON

DIAMONDS



TONY & DONETTE  
JOHNSON



BRIAN & RACHEL  
JONES



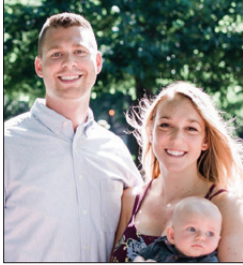
JOLYNN & BRAD JONES



LAURA JONES



LELAND & ROBIN  
JONES



RACHEL JOOS



HAGAN & DENA  
JORDAN



FOUNDER KOR  
DO GYEOM JUNG



KUO HSIANG KAI &  
CHENG SU FANG



CHIAH HO KAO



TZU YUAN KAO



KANJI KATAGIRI



FOUNDER JPN  
MASAMI KAWAI



BILL & MEGGEN KEEFE



DR. PATRICK & JILL  
KEIRAN



ASHLEY KEMA



JACK & TRACI  
KENNEBECK



MIKE & KALLI KENNEY



KELLY KETLER



NICOLE KEZAMA



NICK & DYANNA  
KILLPACK



FOUNDER KOR  
CHANGSIL KIM



MELISSA KING



KENTA KIRIYAMA



JESSICA HERZBERG  
KLINGBAUM



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



DR. SEAN & WENDI KOHLER



MICHIYO KOIDE



FOUNDER JPN  
MIKI KOJIMA



MEGUMI KONO



PAUL & YOLANDA KOOLE



JENNIFER KOURTEI



DEBBIE KRAHN



TIFFIN KREGER-BRYANT



JOE & AMBER KROPF



PU LI KUO



STEPHANIE LADEAUX



AUDREY LAFORGE



DAVID & LOIS LANE



LAURIE LANGFITT



FOUNDER USA  
DANNY & NICOLE LARSON



JAMES & MICHIE LAYTON



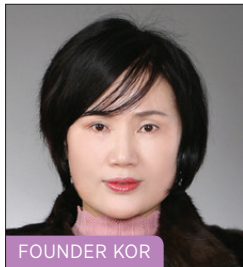
FOUNDER USA  
NOLAN & PAT LEAVITT



FOUNDER MAL  
ANNDA LEE



JOHN & CAROLINE LEE



FOUNDER KOR  
KYUNG MI LEE

DIAMONDS



ARLA LEINS



ZACH & KYLENE LESSIG



LENA LEVI



CHAD & JODI LEWIS



CHENG CHI LI & WEN YI TE



HSIU WEN LI



JOHNATHAN & RACHEL LINCH



FOUNDER MAL  
FOREST CHEW SOCK LING



LILLIAN LIU



YEN CHEN LO



FOUNDER MAL & SGP  
LEE SEANG LOOI



FOUNDER MEX  
CAROL LÓPEZ & LUIS ESTÉVEZ



AVASA & MATTHEW LOVE



YU JUNG LU



YVETTE LUCIANO



JEN LUKE



BETTY MAGILL



FOUNDER AUS  
TANYA MAIDMENT



KALIKO & MAILE MAIL



JOHN & MELANIE MAITRE



FOUNDER EUR  
SILVIA MALIK



FOUNDER EUR  
IOANA MARGINEAN & RAUL OVIDIU



FOUNDER CAM  
MILTON MARIN



FOUNDER EUR  
LENKA MARKOVA



JULENE MARTINDALE



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



ELIZABETH & MANNY MATSAKIS



ROSETTA MATTHEWS



PAUL & KRISTIN MAYO



VICTORIA MCADAMS



KEITH & KERI MCCOY



BRITTANY MCDONALD



SHARON & JASON MCDONALD



SUZANNE & ROBERT MCGEE



CARDIN MCKINNEY



BRITTANY MCLEAN



JEANNE MCMURRY



KRISTA MELENDEZ



PRISCILLA & JERRY MESSMER



EMILY MIEREN



DAVID & TAMMY MILLER



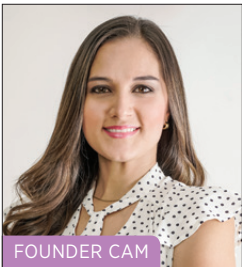
JUSTIN & ASHLEE MILLER



KAREN MILLER



CARLEE & JUSTIN MODRA



ANDREA MONGE MARIN



KAYLA MONSON

DIAMONDS



ANAC & FABIANO MONTARROYOS



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



BERIT MUNRO



YUKARI NAKAGAMI



HARUMI NAKATA



TED & ALISIA NELSON



FOUNDER EUR  
CHRISTIAN NEUDEL & GABRIELA H  UBNER



JULIA NICHOLSON



JEFF & BROOKE NIGL



FOUNDER JPN  
YOSHIFUSA NISHIDA



CHIKAKO NISHIMIZU



MIYUKI NOGUCHI



KIMIKO NOMURA



ERIC & KRISSEY NORDHOFF



AUSTIN & AMBER NORDSTROM



KERRY & DENISE NORRIS



RENEE NOVELLO



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



ADAM & TAMI NUHFER



JEFF & CRYSTAL NYMAN



CHARLIE O'CONNOR



FOUNDER AUS  
KERY O'NEILL



MUNEHIRO OKUMURA



FOUNDER JPN  
KEIJI & EMIKO OKUYAMA



JOHN & AMANDA OLSEN



STEPHEN & DAWN OLSEN



FOUNDER AUS  
JOHN & PAULA OVERBEEK



JOHN & KIM OVERPECK



KATHY PACE



MELODY PAINTER



FOUNDER KOR  
DAE YONG PARK & HUN IM CHOI



MARANATHA PARKE



ROBERT & JANELLE PARRINGTON



RODNEY & ELAINE PARSELEY



SANDRA PASCAL



JOHN & LAURA PASTERNAK

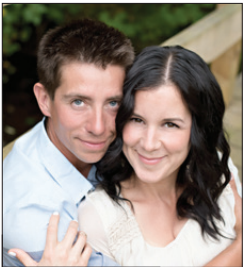


HOLLY PAURO



ANNA PENICK

DIAMONDS



SARAH-JANE PEPPER & TYLER HERR



CHRISTINA PETERS & MICHELLE MCVANEY



MARCO & SABRINA PETROLLINI



PRESTON & TENA PETTIS



SPENCER & LAURA PETTIT



MALCOLM & AMY PHILBRICK



BETH & RYAN PHILLIPS



EMMY PICKERING



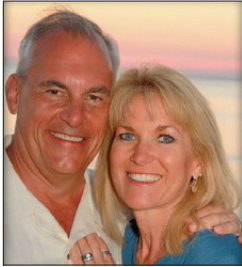
ARIANNA PIENAAR



BRIAN & JEN PINTER



FRANI PISANO & HERB HOELLE



DAVID & VICTORIA PLEKENPOL



STEPHANIE POE



MAYRA & STEPHEN POWERS



JULIE PREAS



JOSIAH & MELISSA PRECOURT



JESSICA PRESS



RACHEL PROUD



AUBREY & BOBBY PRUNEDA



FOUNDER MEX  
PATRICIA QUIROZ RIOS



AMANDA & KEVIN RAHIJA



WILLIAM & ALICE RAHN



CLAUDIA RAMIREZ & SERGIO ANGE ABUNDIS RODRIGUEZ



KRISTEL RAMIREZ



JAMIE RATHJEN



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



JAKE & CORRIE RATZAT



DICK RAY & STACY PAULSEN



ANGELA REED



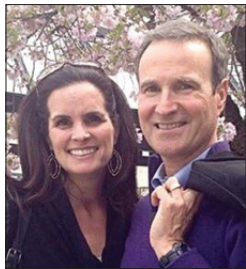
KETTY RENZO & NUNZIO IANNONE



TRACY RHODES



SETH & JENNY RISENMAY



CRAIG & MARY ROBBINS



JENNIFER & VERON ROBERTS



SHAWN & AMANDA ROBERTS



AUDRA ROBINSON



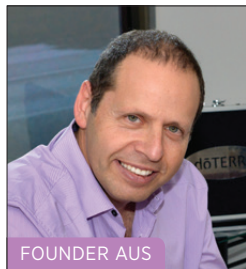
JAMES & KELLY ROBISON



MICHAEL & TRACIE ROESBERY



BRITTANY ROSCHECK



MICHAEL ROTHSCHILD



ANDREW & MINDY ROWSER



BECKI RUH



JOANNA RUSLING



CHRISTINE RUSSELL



DR. ANDREA RYAN



JESSICA RYAN

DIAMONDS



KARI RYAN



KATRINA RYAN



JOANNA SACCO



MIYOKA SAITOU



ADRIAN & ROXY SARAN



STACEY SARROS



MISA SASAMOTO



KATIE & CARLYLE SCHOMBERG



TENILLE & MATT SCHOONOVER



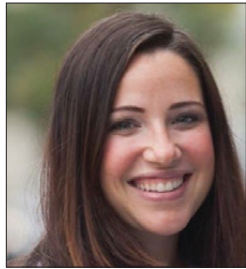
DENA SCHULTZ



FOUNDER CAN  
JANE SCHWEITZER



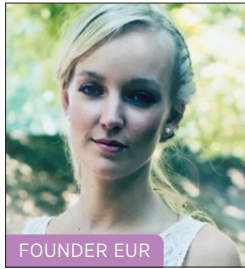
JENNIFER & CHANCE SCOGGINS



BROOKE SCOTT



TERRI SELDON



FOUNDER EUR  
TJASA SERCER



MAGALI SERMONDADE



YI MIN SHAO



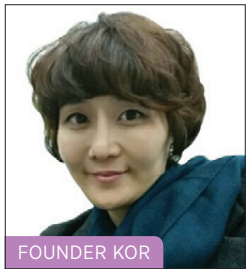
WENDY SHATTUCK



FOUNDER AUS  
HELEN & MARK SHAW



FOUNDER AUS  
MARK SHEPPARD & RANI SO



FOUNDER KOR  
EUN YEONG SHIN



JOAN SHODAI



LARRY & NIKKI SHORTS



HUA LIN SHOU & MIN JUNG KUAN



KIMBALL & YUKO SHUTE



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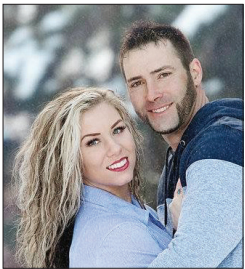
DIAMONDS



KATRINA SIKORA



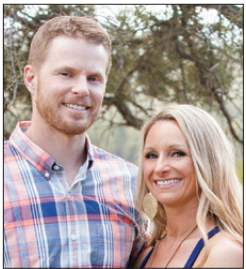
ROBYN SIMON



AARON & KELSEY SIMS



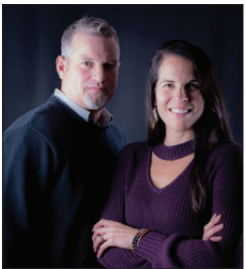
MARY SISTI



BRIAN & ELIZABETH SKAUG



KIM & DARREN SMADIS



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



DRS. JORDAN & TRACEY SMITH



KALI SMITH



LANA & KIRK SMITH



MARCY SNODGRASS



ROBERT & SHARLA SNOW



JOE & LAURA SOHN



MEGAN SPOELSTRA



BEN & ASHLEY SROKOSZ



JULIE STOESZ



VICTORIA STRELNKOVA



HANYI SU & CHIHFAN HUANG



SHENG HAO SU

DIAMONDS



JUAN CARLOS SUÁREZ & ARACELI VALENCIA



DR. MARA SUSSMAN



SAMUEL & MELISSA TÆU



HIROE TAKAHASHI



TOMOMI TAKAHASHI



HIDEMITSU & YOKO TAKEDA



CHIEKO TAKEKAWA



HIROMI TANAKA



PAMELLA TANIMURA



JOY TARPLEY



MICHELLE & SCOTT TEASE



JOE & ANNE TETZLAFF



PRAMELA THIAGESAN



EVAN & ADRIENNE THOMAS



SHERAH DANIELLE THOMPSON



PER THOMSEN & ELIN HEMNES



DAN & AMY THYNG



TYLER & KRISTIN TIGGES



BILL & ERLEEN TILTON



MICHAEL & JEN TOMAZINCIC



MATT & ALISHA TRASK



STEPHEN & YVONNE TSAI



FANG CHING TSAO



TSAI TING TSO



RENEE & BYRON TWILLEY



dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS



ANNET VAN DORSSER



SHANDA & JEREMY VANDENBARK



CIERRA & TANNER VANDERPOL



JODI & AARON VANDERSTAAY



CHAD & ESTHER VERMILLION



SONDRA VERVA



EDDIE & ANGELA VILLA



CARRIE VITT



BROOKE VREEMAN



CATHI & BOB WAALKES



DAVE & KATE WAGNER



TARA & JUSTIN WAGNER



REAGAN & HEATHER WAGONER



LORINDA WALKER



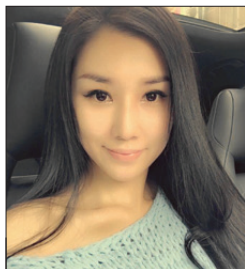
AMANDA WALLJASPER-TATE



BRENT & JENNY WALSH



ERIC & SANDRA WANG



HUI TZU WANG



BEN & MEGAN WARDEN



DANYEL WATERS

DIAMONDS



LANE & ANGELA WATKINS



DANA & DAVID WATTS



ELISABETH WATTS



TODD & JODI WEAVER



ROGER WEBB



CHENG HSIU WEI



JULIE WEINBERG & MEREDITH KELLY



THORSTEN WEISS



KAREN WELCH



FOUNDER MAL & SGP



SHAUNA WETENKAMP



AARON & DR. RACHEL WHALEY



MICHELLE WHITE



ROB & MELISSA WILSON



JULIE WINDER



DANELLE WOLFORD



MARK & TINA WONG



NEAL WONG & LISA NAKAMURA



MELISSA WOOD



VANESSA WOOLEY



CHRISSY WORTHY



JOHN & JESSICA WRIGHT



FOUNDER TWN



MEI HUNG WU



FOUNDER TWN



DIAMONDS



JOEY & CACHAY  
WYSON



XU KE XIN



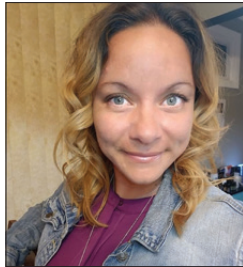
YUKO YAGUCHI



MIDORI YAMAGUCHI



FOUNDER JPN  
HIROKO YAMAZAKI



JENNIFER YATES



CHIU MAN YEN



WINNY YEOH



TSAI SHU YI



ELENA YORDAN



FOUNDER JPN  
FUMIKO YOSHIMOTO



FOUNDER JPN  
MIHO YOSHIMURA



FOUNDER JPN  
YASUNORI  
YOSHIMURA



FOUNDER JPN  
ATSUKO YOSHITOMI



FOUNDER KOR  
YOUNG SUL YOU

DIAMONDS



FOUNDER KOR  
SANG MOK YUN



FOUNDER EUR  
MISKA & ROMAN  
ZACKOVA



LIE ZHAO



GARY ZHOU & LAURA  
WANG



SCOTT & LISA ZIMMER



ELISABETH  
ZOTLÖTERER

DIAMONDS NOT PICTURED:  
GEORGE KLEINSASSER

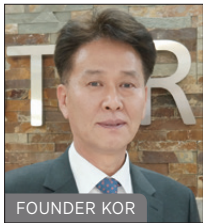


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PLATINUMS



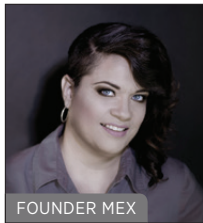
ANASTASIA ADAM



YOUNG HO AHN



CARLOS ALCANTARA



AMANDA ALFARO



KATHY & BRAD  
ALLDREDGE



LACEY ALLEN-DURAN



KELLY ALVIS



DIANA ALWARD



KATCHIE ANANDA



CAROLYN  
ANDERSON



LINDIE ANDERSON



KELLY ANDREWS



JUSTIN & BRIDGET  
ARNOLD



ROBYN ATTICKS



ROBERT & KELLEY  
AUGI



ROBYN AZIMA



AUDRA & BRIAN  
BAILEY



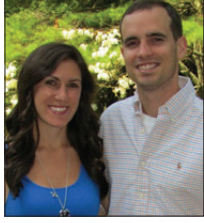
SUSANN BAKKEN



JEFF & TAMARAH  
BARTMESS



JEREMY & CARLY  
BAUTISTA



BRADEN & CAMILLE  
BAWCOM



HEIDI BECK



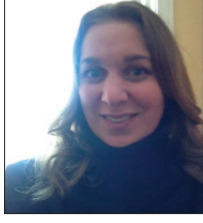
DONGCHOL & SOON  
BYUNG BEH



PAUL & LISA  
BERGMAN



MARIE & HARLAN  
BERWALD



JENNIFER BEST



BRIAN & SHAWNA  
BIELMAN



ELIZABETH BILLS



ALEESHA BIRCH



CHERIE BIRKS

PLATINUMS



SARAH & CRIS BLAIR



SARAH BLAND-  
HALULKO



CLAUDIA  
BLUMENTHAL



ZOLTÁN BOKROSSY &  
ZSUZSANNA BOKROSSYÉ  
PÁSZTOR



VANEESA BOLLER



LADONNA  
BONTRAGER



MARK & REBECCA  
BOTTs



JONI BRADLEY



JEN BROAS



PATRICK & KATHRYN  
BROWN



THERESA BROWN



KYLIE BUCICH



KORINA BUEHRER



TONI BUNTING



DEBBIE BURNS



JARED & REBECCA  
BURT



JOHN & LAUREN  
BUSCH



CLAUDIA CALDERON



ASHLEY CAREY



SANDRA CERVANTES  
MONTENEGRO



YVONNE CHEAH



BRYAN CHEW



ANGELA CHILDS



TRACEY  
CHRISTODOLO



TERPSY CHRISTOU



LI HUI CHUAN



TROY & DOROTHY  
CIVITILLO



JESSICA & NIC CLARK



STUART & CARLIN  
CLARKE



REEDA CLOSE



SHANE & CAREN  
CONSTABLE



KATHY CORDELL



DANIEL & ANGELIA  
CREWS



SHANNON CUTTING



ERIN D'INTINO



DR. JAMES & KIM  
DAHLIN



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PLATINUMS



ASHLEY DAIGE



DR. MARK & KRISTI  
DEBRINCAT



SARAH DEGROFF



DIANNE DELREYES



JOANNE  
DISSANAYAKE



JEREMY & HOLLY  
DIXON



ERICA DOLAN



COURTNEY DOW



MICHAEL & NATALIE  
DUERDEN



SUSAN DYESS



BLAKE & JESSICA  
EASTER



FOUNDER NZL  
SAMANTHA EBEL-  
BROWN



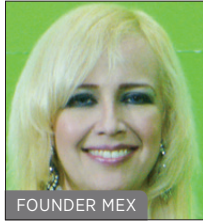
ANDREW & BROOKE  
ELIA



MICHELLE ELSTRO



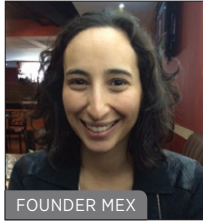
ROLANDO & JESSICA  
ESTRADA



FOUNDER MEX  
GILDA ESTRADA  
CARRANZA



CARLA FAHEY



FOUNDER MEX  
DIANA FALLENA  
ZONANA



DAWN FARRIS



RINDY FENLON



CATE FIERRO



SHARON FILA



JANA RANKIN FINCH



DENIS & TANYA  
FOGEL



FOUNDER MAL & SGP  
HENRY FONG



SHAYLEE FORD-  
MARTIN



COLIN & LOREN  
FRAGAR



DR. BRADLEY &  
ALANNA FRANKLIN



FOUNDER CAN  
KELLY & DEVAUGHN  
FRASER



MARCIA FRIACA

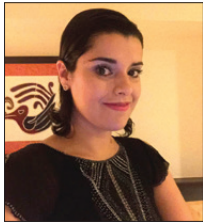
PLATINUMS



PAUL & STEPHANIE  
FRITZ



JENNY GANN-  
DUDGEON



PENELOPE GARCIA  
GUTIERREZ ABOITES



DAREN & CRYSTELLE  
GATES



SUE GAVEL



ALLISON GERRY



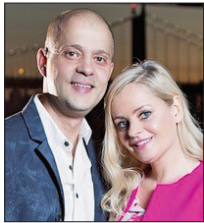
FREDRICK & ERIN  
GILES



KRISTANN GILLIES



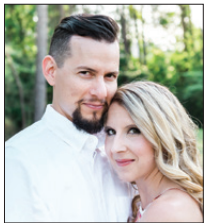
VALERIEANN  
GIOVANNI



DIANE & VIKTOR  
GJELAJ



CARMEN GOLDSTEIN



ABIGAIL GONZALES



LUCY GONZALES-  
ROMERO



MAYRA GONZALEZ



ALICIA GOODWIN



FOUNDER EUR  
MONICA BIANCA  
GOREA



SARAH-JADE  
GRAHAM



LEON GREEN



DREW & LACEY GRIM



GRIFFIN  
GUNDERSON



MELISSA GUTHRIE



KEN & SANDRA  
HACHENBERGER



DANIEL HAMILTON



GRACIE HAMMER



CLIFF & PJ HANKS



DINAH HANSEN



GIADA HANSEN



CAROLYN HAPKA



FOUNDER EUR  
MOANA & MATTHIAS  
HARDER



ARIANA HARLEY



ROXANNE HARRIS



BRIAN & JEANNIE  
HARRISON



KRISTINE HAUCK



JODY & SHEENA  
HAWKS



LAUREN HAYDEN



MIRANDA HEBERT



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PLATINUMS



BREANNE & ERIC  
HESS



ELIZABETH HESSE



JULIE & KAULIN  
HINTON



FOUNDER MAL  
MEI LI HO



PAULA HOBSON



SHALEEN HOGAN



CASSIDY & ADAM  
HOLDSWORTH



TONI & ROBERT  
HOLLAND



CAROL HOLTZ



BRENT & ANNIE  
HONE



JENI HOUSTON



DEANNE HOWARD



JACQUELINE  
HOWELLS



HO CHUAN HSIEH



FOUNDER MAL  
CHIAH MEI HUANG



DEBORAH HUSBANDS



KATIE HUSSONG



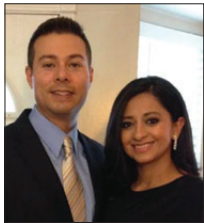
JENNIFER  
INCHIOSTRO



KOUJI ISHIHARA



CAROLINE JACKSON



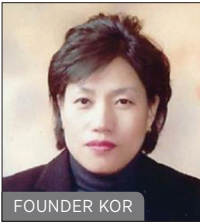
MARCO & ELISA  
JAEGER



LINDSEY JAFFERALI



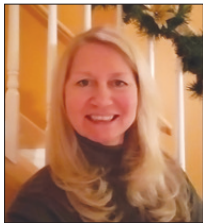
FOUNDER KOR  
EUN-JI JANG



FOUNDER KOR  
CHUN HWA JEOUN



ERIN JOHNSON



NANCY JOHNSON



RACHEL JONES



TIFFANI & D'ARTIS  
JONES



FOUNDER KOR  
JAE HYEON JU



CHIAO EN JUAN

PLATINUMS



FOUNDER KOR  
IN SEO JUNG



LISA JURECKO



NICO KAGUYAMA



BRITT JEANE  
KALGRAFF



KRISTOFFER  
KALGRAFF



LEAH KARRATTI



KRISTA KEHOE



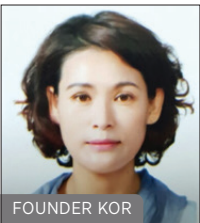
COLIN & JEN KELLY



TRACY KEOUGH



DR. JENNIFER KEYS



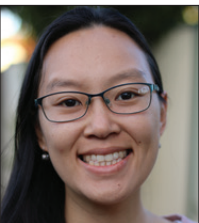
FOUNDER KOR  
KYUNG A KIM



CADE & DOMINIQUE  
KING



TOM & ROMMY KIRBY



JESSICA KIRKEGARD



CHRIS & GARY  
KIRSCHBAUM



LINDSAY KNAPP



MIKIKO KOIKE



SPENCER & RETA  
KUHN



JESSICA KUIKEN



FOUNDER EUR  
JON ERIK & LYNN  
KVAMME



SHARA LANGFORD



ALISON LANGRIDGE



ALISHA & JONATHAN  
LATOUR



SCOTT & JESSICA  
LAWSON



LINDA LEIGHTON &  
DARYL TREMBATH



JASMINE LEMOYNE



REBECCA  
LEONARDES



CHUCK & CHRISTINA  
LEROSE



ERIN LEVEAUX



CHAO HSIEN LI



JACKI LIM



FOUNDER MAL  
MIANFOO LIM



ME HEE LIM



AMBER LIN



CHING LIN



HSIU FENG LIN



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PLATINUMS



YU YU LIN



TRACY LOFBERG



JENNIFER LONGMORE



CECILIA LÓPEZ DE LARA & ANDONI ROMERO



SHELLY LOYD



HEIDI LUEKENGA



NICCI LYNN



SHANNON MACY



BRETT & BROOKE MAGLEBY



REYNA DANIELA MANCILLA LOPEZ



KARLENE MARKHAM



BERNY & JANET MARQUEZ



CARRIE MARSHALL



TAMARA & ANDREAS MARTI



RICK & EMILY MARTIN



CRIS & PATTY MARTINEZ



NORMA ARIADNA MARTINEZ ARRIAGA



MIHO MARUYAMA



SUSUMU MATSUZAKI



DAVID & HOLLY MAYS



REBECCA MCCRUDDEN



CHRISTINE MCCUE



KELLY MCDONALD



MARY MCGARRY



JOHN & EILEEN MCLEAN



BRAD & ANGELA MELTON



DR. ALLIE & DAVE MENDELSON



WENDY MENDOZA



KELI MESSERLY



FANNY MILLÁN DE LEÓN

PLATINUMS



DAVE & DELYNN MILLER



HOLLY MILLER



LIU MIN



JUDI MINCKLER



JENNIFER MIXDORF



ANNE TINE MOLTZAU



HARUMI MORITOMO



AISLINN MUELLER



FOUNDER SGP

SRI MULYADI & PAUL FILMER



FOUNDER NZL

FEEBEE & KEVIN NEWLANDS



CORY & STEPHANIE NEWTON



MARIA NYVOLD



BERNADETTE O'DONNELL



HELEN O'GRADY



FOUNDER NZL

JOCELYN OADES

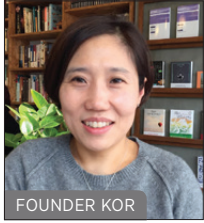


FOUNDER EUR

FRANK ODDENS



NARU OGISHI



FOUNDER KOR

SANG MI OH



KAORI OKAMURA



ALLEN & BROOKE OLIVER



ROBERT & HOLLY OLMSTEAD



TERRI PACE

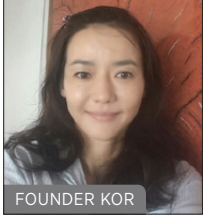


MARCO ANTONIO PAEZ ARGUETA



FOUNDER MAL

RAYMOND PAN



FOUNDER KOR

HA PARK



PAM PARKINSON



CYNTHIA PATIENCE



JAMES & CHRISTINE PAYNE



KYLE & KATEE PAYNE



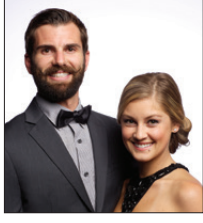
ZSOLT PELESKEI & CSABA CZAKÓ



CHUAH SAI PEOH



JESSIE PINKERTON



BRITT PIRTLE & KYLE HESS



KATRINA & MATTHEW POTTER



ALLISON PREISS



SHERRI PRICE & MITZI BYBEE MACLEOD



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PLATINUMS



MATTHEW & RACHEL  
PRIMEAU



TRACY PRINCE



ELMA ESTELA  
RABAGO HERNÁNDEZ



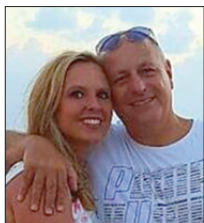
KATIE RAGSDALE



JACOB & ABI RAINES



JANET RAMER



PETER & CLAIRE REA



MARITA  
REINHOLDTSEN



BARBARA REMPEL &  
SIDNEY BRYANT



NICOLETTE  
REYNOLDS



CHRISTY RICHMAN



JILL RIGBY



CHANTAL ROELOFS



CLARE ROSE



CORT & KARLI  
ROSZELL



PATRICK & MANDY  
ROWLAND



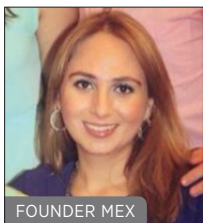
DR. ISABELLE ROY



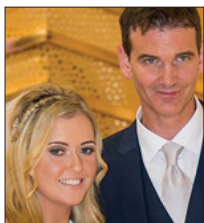
RITA RUNNELS



NORIKO SAKAGAMI



ANA PAOLA  
SALOMON BULOS



CIARAN & LINDA  
SAMPEY



ERIC & GALE  
SANDGREN



ISIDE SARMIENTO



JIM & SUSIE  
SCHIERING



JESSICA  
SCHLADWEILER



LESLIE SCHMIDT



JULIE ANN SCOTT



ERIN SELLARS



AMY SELLERS



WEE CHIN SENG



TOMAS & SUZETTE  
SEVERO



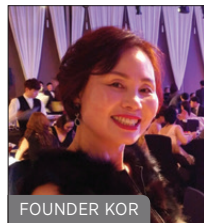
KEVIN & KESHIA  
SHEETS



YOSHIKO SHIBAYAMA



AMANDA SILICH



JEONGSUK SIM



ELENA SIMMONS



RACHEL & SCOTT  
SIROTA



CHLOE SMITH



DIANNA SMITH



STEPHANIE SMITH



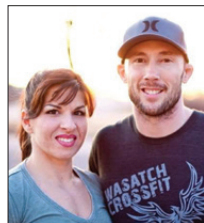
JOHN & JENNIFER  
SORENSEN



TAMMY STEUBER



DAVE & CALLIE  
STEUER



DAMON & PRISCILLA  
STEWART



WADE & CHRISTINE  
STOLWORTHY



AARON & AMY  
STORBECK



PHIL & LEEANN  
STORK



COLLEEN STRONG



TARYN STRONG



YU-SHOU SU



GUILLERMO SUÁREZ &  
IVONNE PAEZ



JUNKO & SHINJI  
SUGAHARA



SHEILA  
SUMMERHAYS



JENNIFER SUN



SHARLENE SUTTAR



YOKO TAKAKU



FOUNDER MAL  
SIEW MOOI TAN



KELLY TAYLOR



KEN TAN TEN



KEITH & KELLY TERRY



ALICIA THOMAS



LAURANELL THOMAS



FOUNDER CAN  
PATTI TINHOLT



SAVVY SIMON TOMER



ANI TOROSYAN



GLENN & JESSICA  
TRAVIS



dōTERRA® WELLNESS ADVOCATE Recognition

PLATINUMS



BRIAN & AMANDA  
TRENT



JESSICA & ANDREAU  
TREPAGNIER



DUANE & CRYSTAL  
TUCKER



KARI TURNER



CAITLIN TYNER



JENNIFER UPCHURCH



RYAN & MELISSA  
VALLELUNGA



ALI VAN  
ZANDBERGEN



JENNIFER VASICH



ANNA VASKOVA-  
MOTYLIK



ALAYNE VICKERS



TYRONE  
VICKERSTAFF



ELENA  
VINOKOUROVA



MAJA VODEB BECIC



CASEY VON  
IDERSTEIN



CHAD & SUSIE WALBY



STACEY WALKER



MICHELLE WARD



AUSTIN & JOCELYN  
WARY



MOLLY WASTNEY



HIROMI & SHIGEO  
WATANABE



JESSICA WEST



RANDY & SUMMER  
WHELCHER



JESS WHITE



EMILI & DALLON  
WHITNEY



LORI WILLIAMS



DINAH WILSON



MEGAN WINFREY



FRED & MARTI  
WINKLER



CAROLYN WISEMAN



JOHN & CHRISTINA  
WOMBLE



JO WORRALL



MICHELE WRAGG



HUI ZHI XIE



FOUNDER MAL  
JOSHUA ANG DUN  
XIN



YUMI YAMAGUCHI



MIKI YAMASHITA



ALISON YEO



LIEW CHAN YIN



SU CHIN YING



DANIELA YORDANOVA &  
SAVA SAVOV



NEIL & KAREN YOUNG



LI HUNG YU



TERUMI YUASA



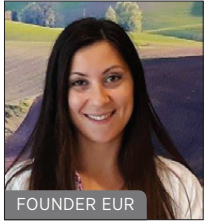
SHERRY ZAK



KRISTI ZASTROW



CHRYSTELLE  
ZIMMERMAN



FOUNDER EUR  
ANKA ZURA

PLATINUMS NOT PICTURED:

JEMMA DOAK  
ADRYAN DUPRE  
HONG GAO

CHRISTINA GARDNER  
HSIEH HSI HSUN  
YOUYING JIANG

NA LU  
BENKOVICS NORBERT &  
REVESZ TIMEA

FEDOR PENCHUKOV  
YEN TING SU

RECOGNITION IS BASED ON THE HIGHEST RANK REACHED TWO TIMES IN THE PREVIOUS SIX MONTHS. RECOGNITION IS CURRENT AS OF AUGUST 2018



## This image shows a full page of blank white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page, providing a guide for writing. There are no margins, text, or other markings on the paper.

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