

cover stories

NEW PRESIDENTIAL DIAMOND 4 Henriette Kalgraff

NEW PRESIDENTIAL DIAMONDS 6 Kimberley & Steve Milousis















ARTICLE

36 **OPERATION DIAMOND CLUB:** Propel Your Business to the Next Level

DIAMOND FEATURES

- SHERRIE FERRELL Smart Enough
- MICHELLE & SCOTT TEASE The Glass Is Half Full—and It's Refillable
- KAYLA MONSON 12 Creating Magic
- REBECCA IFFLAND In the Business of Building Character
- VAL LEIGHTON & DARYL TREMBATH Making Lemonade out of Lemons
- 18 JULIE PREAS The Shift
- CLAUDIA BLUMENTHAL 20 Regaining Purpose through Passion
- 22 TONY & DOLLAR Believe in Yourself **TONY & DONETTE JOHNSON**

RECOGNITION

- 50 TRIPLE DIAMONDS
- 50 DOUBLE PRESIDENTIAL DIAMONDS
- 51 DOUBLE BLUE DIAMONDS
- 51 DOUBLE DIAMONDS
- **52** PRESIDENTIAL DIAMONDS
- 57 BLUE DIAMONDS
- 67 DIAMONDS
- 100 PLATINUMS













24

26

28

30

34

40

MARY & CRAIG ROBBINS

JESSICA KUIKEN

Flourishing as Yourself

CHRISTINE RUSSELL

A Massive Mission

Coaching from Regular Folks

MISSY & JOSIAH PRECOURT Working Out of Love

DR. PATRICK & JILL KEIRAN Health and Humanity

JOLYNN & BRAD JONES Sparking Change





- JOANNA SACCO
- **BROOKE & JEFF NIGL** 44 You Are Perfect for this Season



48 Paying the Future a Visit











PRESIDENTIAL **DIAMOND**

Congratulations on Reaching Presidential Diamond

Henriette Kalgraff

BERGEN, NOR



How has this business changed your life?

It came into my life when I needed it the most. After 15 years in a successful job in the oil and gas industry, I found myself stressed and unhappy. My soul was longing for something else—work that I could be proud of, that I would love, that would nourish me. Work that would take care of Mother Earth instead of destroying her.

I left my corporate job and started my own yoga studio. It felt like the best choice for my life, but after a while it was difficult

to make enough income to support my family. I found myself working more hours than in my corporate job, present less at home with my family, and my health wasn't well. I was caught in a spiral of scarcity.

Then I realized that I needed to make my health my first priority—my only priority. I made a commitment to prioritize my health and the health of my family. Although I'd used oils for years, I didn't understand them, so I started educating myself on how to use them.

"My biggest hurdle was me, myself, and I—my mindset, my limiting beliefs, my self-sabotage patterns, my unhealthy lifestyle, my toxic relationships, my trapped and unhealed emotions. I built my business in parallel with healing myself physically, emotionally, and financially."—Henriette Kalgraff

I started using oils for everything. I soon gained amazing experiences with oils and began sharing. After a short time, I realized that a dōTERRA® business could not only support my health, but also shift my relationship with money. Just the thought of having enough immediately calmed my nervous system. No matter how much yoga and meditation I practiced, when I didn't have enough money to survive, I couldn't thrive.

Now, after 20 years of work experience, I finally can say that I have a job that I love, with a leader I love, and a company I love. I have a community that teaches me that the gift of life is to serve, share, and support each other, and that in order to care for others, I need to take care of myself first.

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

When I reached Presidential Diamond, I did find myself in a state of "now what?" I quickly realized that I had two choices; either grow or die. I chose to keep growing. I did not start this business to retire and relax on a beach for the rest of my life. Or maybe I did—to be honest, for many years that was my dream. However, my vision and mission has changed. My mission is to help people grow and give, and in order to do that I have to continue to grow myself. The more I grow, the more I can give. I am called to commit to the well-being of those in my team, and to become a leader of leaders, creating an environment where empowering others is the norm. Imagine how the world would change if every person knew what made them unique and if each person were who they were born to be!

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

To be clear, Presidential Diamond does not have to be hard or stressful. That is only a simple excuse not to do it. I promised myself that I would reach Presidential Diamond more healthy, radiant, and happy than ever. And I did! The truth is, for every rank you get more healthy, happy, and free. This is the only system I know of where you get paid

to become your fullest potential. Who does not want that? Imagine all the lives you would impact on your way to that rank. Release all limits and become who you are deep inside. You are the answer to save the world. Don't settle for just having enough; you are worthy of having more than enough.

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

Be yourself. I know this is the answer that most people don't want. But every time someone asks me how I became successful, I always respond, "I am really good at being me."

I believe that our only task in life is to become who we already are. Unwrap yourself and you will find your unique Presidential Diamond within.





Congratulations on Reaching Presidential Diamond

Steve & Kimberley Milousis

CALEDON, ONTARIO, CAN



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

Steve and I are both full time, but I'm more directly involved in the business than he is. I drive things forward and manage all the details, but he makes it possible at home for me to do this. I am the wings and the engine of the business, but he is the foundation. A rocket can't take off unless it has a firm landing to launch from, and Steve is that firm landing.

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

"Balance" is a misunderstood term, especially when people think it looks like you've got everything running smoothly at home and in your business. If that's the image you have, you'll drive yourself crazy trying to attain it. When you are in a state of growth and expansion, nothing is smooth and balanced—especially when you're a homeschooling family!

"In his book *The 7 Habits of Highly Effective People*, Stephen Covey explains the supremacy of interdependence. While independence is a necessary step in becoming a great leader, it makes a terrible resting place because it breeds arrogance and mediocrity. Transformative leaders embrace interdependence."*—*Kimberley Milousis*

A better word for me is "thrive." I feel satisfied when my business thrives, my family thrives, my health thrives, my relationships thrive, and my spiritual life thrives. Some days I'm running from plate to plate to keep things spinning, and once in a while the plates crash to the ground. But when I reach down to pick up the broken pieces, I'm lighthearted about it because it's just a plate. I fix what needs to be fixed, adjust what needs to be adjusted, and move on to the next plate. When things don't go as planned, I release the result knowing I've done my best.

How has this business changed your life?

Before my dōTERRA® business, I defined myself by my university degree and professional designation. I have a Masters of Accounting degree, specializing in tax. I was a CPA in a senior management role with one of the largest CPA firms in the world. This was how I defined my achievements, and, as I looked at my life, it seemed my best years were really behind me.

My dōTERRA business has shown me what I am capable of, even now! I started dreaming again. I started seeing what was possible. Now I realize my best years are yet to come. I'm just getting started! My dreams keep expanding, and I can't wait to see all that the future holds!

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

Coming from a background of abuse, abandonment, and betrayal as a child, believing in myself was enough of a challenge. Getting to Presidential almost killed me emotionally because it required me to do something that felt life-threatening. It required me to trust more than I had ever trusted before—more than I felt capable of.

Yes, as a Blue Diamond I had to rely on others, but because of how I structured my team, it never felt threatening—I had built in alternatives for qualifying. But getting to Presidential required me to pull out all the stops. It required me to make the difficult move from independence to interdependence.

Interdependence requires developing an abundance mindset, empathy, and a servant's heart. Above all, it requires



trust, both asking for help and admitting weaknesses. While failure to master these seemingly insurmountable tasks is likely why I didn't achieve Presidential the first time I tried, it did lead me to seek out help. I hired both a business coach and a Christian counselor. The business coach did a good job revealing the issues, and the Christian counselor brought me into the Presence of the only One who could fix those deeply broken parts. My Heavenly Father helped me see that I was worthy of this level of success. He cleared away the fear I had of being seen. I'm no longer afraid of being seen, knowing that as people see me and learn about my story, they will feel filled with hope that they too can rise!

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

If I were to summarize my advice into as few words as possible, I'd say: know thyself, grow thyself, and never stop doing PIPES! The journey to Presidential is no different than the journey to any other rank—it's about personal growth and doing the stuff. It's just that you do more of it than with any other rank. You speak to more people. You experience more rejection. You grow yourself more than ever before. If you're doing all that, don't stop! If you don't give up, you will win!

Sherrie Ferrell

MURFREESBORO, TENNESSEE, USA

SMART ENOUGH

A fter homeschooling for 15 years, Sherrie felt directionless when her youngest child entered college. Unsure what to do with her life, and believing she wasn't very smart, Sherrie never considered running her own dōTERRA® business. She enrolled just to get oils at a wholesale price. "I actually had trouble finding someone to enroll me. I only knew customers who were not interested in the business. Fortunately, God led me to Deidra Maddox, who

quickly became my business partner, cheerleader, and dear friend." Sherrie's husband, Mike, also cheered Sherrie on with his complete support, and Sherrie went full steam ahead.

Sherrie had avoided technology, including smart phones and social media, and she didn't own a computer. So she used her new smart phone to do an internet search for how to have a dōTERRA class. "About 16 ladies came to my first class. All I had were

my notes and a few oils. Most of them wanted memberships, and I enrolled them all using my phone."

Sherrie soaked in all the resources available to her, including watching YouTube videos late into the night. "I studied placement strategies and everything else I needed to know as it came up." In 90 days, Sherrie hit Silver. Then Gold. She did all of this still believing she wasn't smart.



"The thing I say most often to myself is, 'I can do hard things, especially when I want to say that I can't.' Saying this is simple, but powerful."—Sherrie Ferrell

At Gold, Sherrie had a mindset shift. "I knew something was holding me back, and it was me. I examined what I said to myself. The tapes playing repetitively in my head said things like, 'I'm not smart enough. I can't be like them. I can't do hard things. I don't have time. I don't look the part.' These were false beliefs determining my actions and attitudes, and the lies were holding me back."

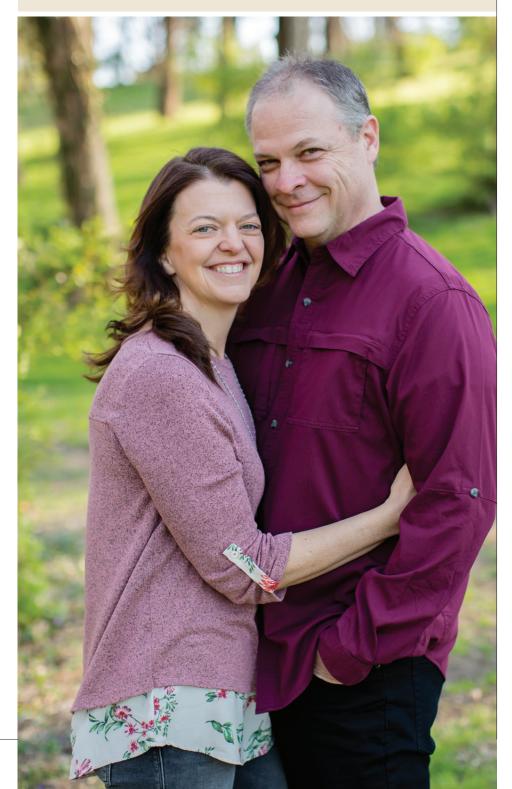
Wisely, Sherrie got to work changing the hardest part of her business: her selfbelief. "I had to change that tape I was playing in my head because I was smart and I could do hard things. I wanted to exemplify the actions and attitudes of the type of person I wanted to attract. I needed to give people a reason to want to join me. So, I began filling my mind with daily affirmations. This was the best personal development I could have asked for. I have grown and done things I never thought possible.

"I realized I didn't need to be someone else," Sherrie states. "I just needed to be the best version of myself, and take ownership of my life with no excuses. Things were going to happen that I had no control over, but I got to choose my reaction."

Through her journey, Sherrie discovered she was capable and intelligent. She knows it is important to remember, "We are exactly who we need to be to reach the people we need to reach. Each of us was created for a plan and a purpose that only we can fulfill. When we find a way to accept who we are, and strive to be the best version of ourselves, then we are free to be all we were created for to make the biggest impact in the world!"

OUTSOURCING STRENGTH

Sherrie Ferrell says, "The scripture 'I can do all things through Christ who strengthens me' (Philippians 4:13) has kept me going many times when I have questioned my own ability. It's important to me to always remember where to turn for my source of strength." Write down things that bring you strength, such as positive thoughts about yourself or inspiring messages, on a notecard. Stick it to your computer, bathroom mirror, fridge, back door, dashboard of your car, or any other place where you might see it during a down moment to help you remember that you always have a source of strength to draw on.



Michelle and Scott Tease

GREENVILLE, SOUTH CAROLINA. USA



The Glass Is Half Full and It's Refillable

ichelle Tease has always been a dreamer. Throughout her life, she's spent her days and nights dreaming of what her future would be. It was this kind of dreaming that helped launch her forward into Diamond.

In addition to her propensity for dreaming, Michelle believes in promoting positivity in everything she does. "Perspective is everything. The glass is never half empty, it is half full—and it's refillable," she says. This positive attitude came in handy as Michelle navigated the challenges of reaching Diamond. Michelle first decided to push for Diamond when

the Gala was announced to be on the same day as her 20th wedding anniversary. She could already visualize herself walking the purple carpet. She recalls, "When I heard this, my 'one day' mentality became 'day one' mentality." The anniversary timing gave her extra motivation to meet the deadline.

To help her reach her goal in time, Michelle traveled as much as she could. Not only was she building a thriving business, she was also mothering three children while her husband worked hours away and was only able to come home on the weekends. When reflecting on the obstacles that this

presented, Michelle says, "I didn't get discouraged. I honestly believe that not all storms come to disrupt our lives; instead, some storms come to clear the path. And that's what happened."

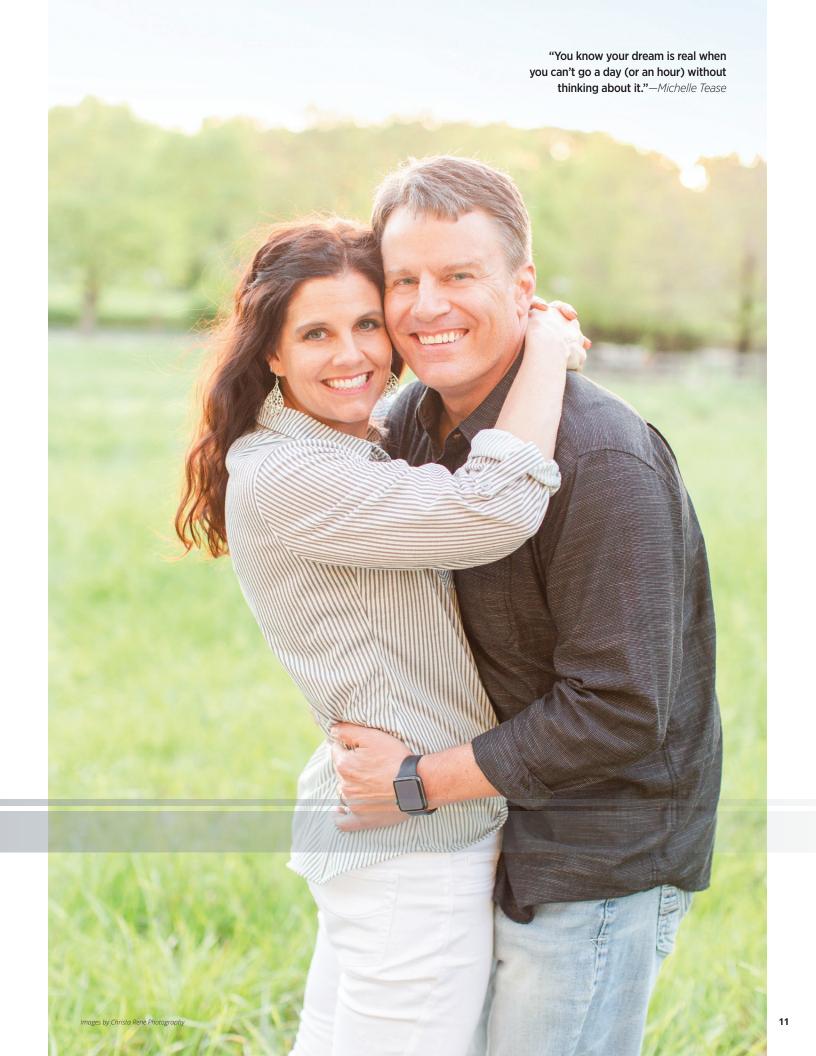
After dreaming and working her way to Diamond, Michelle is grateful that she maintained a positive outlook throughout the journey. She says, "It was a bit of a gamble, but my vision was so strong, I just knew it would work. I didn't let myself think about what could go wrong. Instead, we focused on what could go right."

DREAM IT, THEN DO IT.

"Once I set my mind to something, I will do whatever it takes to make that happen—no excuses. I firmly believe that if it is important to you, you will find a way. If not, you will find excuses."

"Imagine with all your mind. Believe with all your heart. Achieve with all your might."

"Good can be seen in every person and in every situation. There is a lesson behind our pain, there is an opportunity with every challenge, and there is beauty in every person."



Kayla Monson

SAN LUIS OBISPO, CALIFORNIA, USA

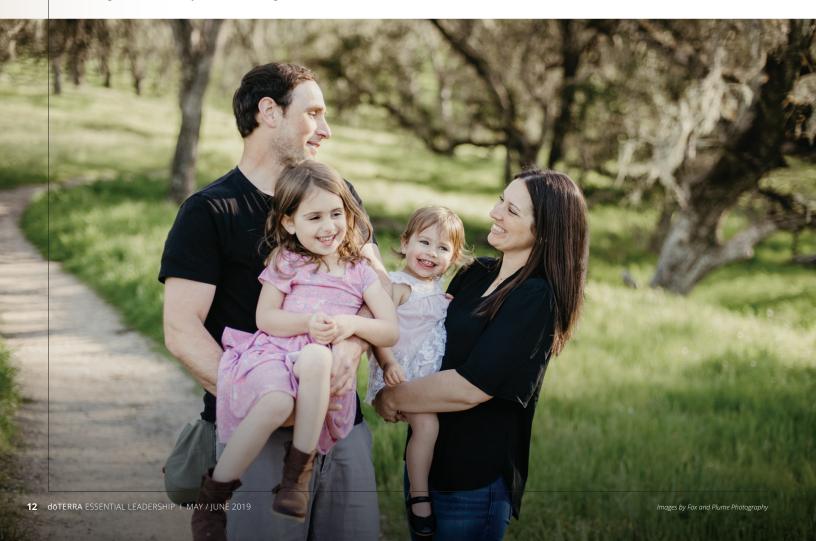
GREATING MAGIG

ach step of Kayla's journey didn't always feel magical because it required her to grow and develop. In the beginning, Kayla was skeptical about essential oils. She needed to see them in action before she was convinced. "That didn't take long," she said, "but I continued to say I would never do the business." After a year of experiencing doTERRA® products, Kayla's upline introduced her to the business opportunity, and she started casually sharing. She didn't stay casual for long.

"My eyes were opened to just how much our lives could be changed with this opportunity," she explained. "I wanted to be part of a bigger movement." She started teaching classes and doing one-on-ones, then expanded into social media. It was the perfect fit.

She started her Instagram account three years ago to help her friends and family learn what oils can do. It expanded into a global network that is now where she does most of her business. "I love connecting and creating on that platform. I've been blessed to grow my team around the world by sharing there," she said. It is her creative outlet—and her biggest challenge, pushing her beyond her comfort zone and forcing her to grow.

As she became a leader, she had to balance her way of doing the business with helping her worldwide team find their own path. "One of the things that was difficult when I moved into a



"I feel like the hardest parts of this journey have been right before the magic happens, and knowing that often helps me want to do the work to move beyond it."—Kayla Monson

leadership position was feeling that I needed to duplicate myself and should show my leaders how to do it exactly like me," she said. "As I have grown, I have realized this is the exact opposite of how I want to teach. I want them to embrace what they are good at and utilize their strengths; I want them to find the power that is within them."

Kayla is passionate about helping her leaders discover their "superpower" because of her own journey. She often found herself getting in the way of her own success. "I often feel that I don't deserve the success, that I am not enough and am not doing enough. Every step of this journey has required a new version of myself," she explains. "And while I welcomed the self-growth, I didn't always know how to work through it." She did work through it, using her experience as a licensed marriage and family therapist. She used affirmations, read books and listened to podcasts, prioritized self-care, and relied on essential oils, of course.

Kayla now sees the magic in her experience. "Ultimately this business has stretched me, helped me find myself, and showed me true belonging in the relationships I have made. I have not only been able to find my passion, but I have also discovered my strengths and abilities. And I love that daily my girls get to see me work hard for my dreams and I get to show them the value of consistency, hard work, and not quitting when things get tough."



"Although my builders are all around the world in three different countries—and I have yet to meet one of them—we are very close. Our community is my favorite part. We talk daily, we care for one another not only as business partners but as friends, and we share the responsibility of supporting our community. I love that my leaders allow me to be part of their life and confide in me what is going on with them personally. Each of them has had to overcome blocks and fears during their journey in this business."—Kayla Monson



Rebecca Iffland

REDLAND BAY, QUEENSLAND, AUS

BUILDING CHARACTER

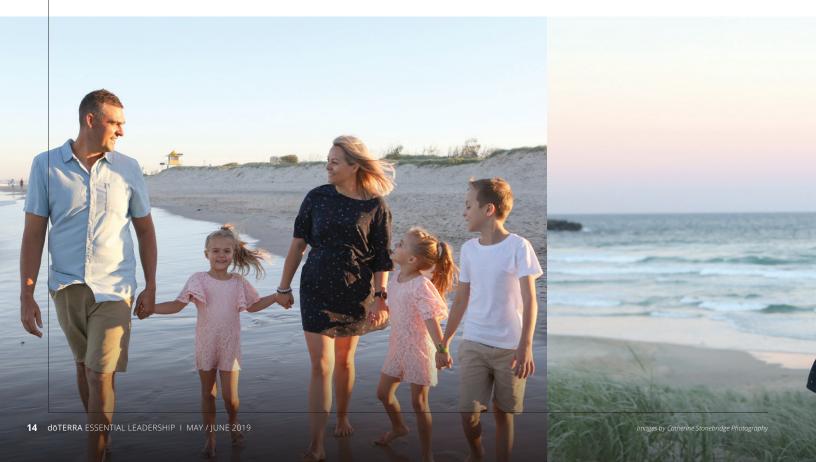
little piece of paper from convention with the words
"Diamond Club" would stare at Rebecca from her desk. She felt like it was telling her something. "It's good to keep thinking of ways you can better yourself," the slip of paper reminded her. Even though the thoughts of Diamond Club scared her to death, she felt that if she wanted to reach her goals, she needed to do something drastic. "Even now, talking about Diamond Club makes me so nervous!" she said. "It was a sacrifice, and it made me nervous to travel and leave a young

family of three kids and my husband. But it literally changed my business."

One of Rebecca's strengths is her determination to climb over self-imposed boundaries to search for character-enlarging opportunities. "I try to reach out to people who are outside of my warm market, which is a boundary most people find hard to cross. Get out of your comfort zone to the gyms, daycare, play groups where the action happens. Start goal setting with a vision board so that you can see every day is powerful." Rebecca's not limited by the maps on her vision

board, letting them instead outline her goals and guide her to bigger dreams.

With patience, Rebecca does the heavy work of character building, and pays attention to how it affects her sanity. She counsels others to do the same. "Just because you're an entrepreneur working from home doesn't mean that your life needs to revolve around it 24/7. You don't have to be continuously doing something to get far. You're not going to get there any faster, and you may burn out. Take time away from the business—do things you enjoy!"



"We're all on this journey for different reasons. It's important to let everyone shine and step up in their own time. That's how you empower people, not enable people."—Rebecca Iffland

Some of Rebecca's favorite pursuits outside of her business include "reading, catching up with friends, going to the gym, spending time with kids, and enjoying quiet time with a nice cup of coffee." When she has a bad day, she recognizes that it might be a sign to take time for herself. "To be brutally honest, there have been many times—and I still have many times—that I've considered quitting," she admits. "It's natural in life to think it's easier to guit than to keep going. But I have a voice in my head that says, 'Don't quit on a bad day.' If you're having a bad day, just stop and

do something that makes you happy. Tomorrow is a new day."

To other builders, Rebecca encourages, "We all get to the point where we think it's too hard, and that's when a lot of people give up. When that happens, go back to the basics, and have a life outside of your doTERRA® business that's what got me through it. Remember what the big picture is and don't get carried away with how hard the details are. Remember that these oils change lives and that it's a beautiful feeling when people reach out and tell you about the difference it makes for them."

ZERO IN ON STRENGTHS

"I've done a lot of work on myself, looking deeper into myself, which just happens in this business," Rebecca Iffland told us. "Finding my strengths really helped because we're really good at picking out our weaknesses and bettering our weaknesses. I don't think that's something we should be focusing on. We should be focusing more on our strengths."

How can you focus on your strengths over your weaknesses? What strengths will help you conquer your weaknesses?







Val Leighton & Daryl Trembath

BEENLEIGH, QUEENSLAND, AUS

Making LEMONADE out of LEMONS

earing retirement, Daryl suddenly lost his job when the economy took a dip a few years ago. With finances stretched paper thin and no work in sight, they sold their house and Val started looking for job opportunities. She studied massage therapy to provide an income and stumbled across the AromaTouch Technique® and doTERRA® essential oils. She felt this was the way to climb out of their financial pit.

Fast forward to Silver rank with their business. When a leader resigned, it created a domino effect for the rest of Val and Daryl's team. Most of the leg

left as well, leaving the skeleton of a structure where once a strong branch stood. Val and Daryl didn't have another leader or structure to replace it, but they didn't let that stop them. They focused their energy not on the loss but on finding a foothold in the legs they still had and eventually bolstered another advocate to become a leader.

Val and Daryl didn't quit, even though life kept throwing them lemons. They aimed at becoming Platinum, and one month they challenged another leader to achieve Silver by the end of the month. The leader accepted the challenge, and Val and Daryl worked tirelessly with that leader every day

during the last week of the month. During that time, they also labored with three other leaders to achieve their ranking goals. All of their leaders followed through on their commitments, and, miraculously in the last hour, Daryl and Val reached higher than their goal of Platinum—they reached Diamond.

"With persistence, you can succeed," Val insists. "doTERRA gave us all the tools we needed to financially succeed. We read the book 4 Laws of Financial Prosperity and joined the Free to Give® program. I had credit card debt, car debt, and bills, but at this point I am finally debt free!"

COACHING THROUGH

Val and Daryl have experienced a lot of loss—they lost their house, lost a job, and lost a Silver leg. Two members of their upline encouraged and uplifted them during some of these trials, giving this couple the confidence they needed to succeed. What can you do to boost those around you whether it's your downline, upline, or crossline—when they experience loss? Ponder some things others have done for you when you've experienced loss and take note of some ways you can pay that kindness forward.



THE SHIFT



Julie Preas

FEDERAL WAY, WASHINGTON, USA

"When I first started, the focus was all about me—how can I grow, how can I serve? As good as my intentions were, they were all self-focuses. In the last year I have seen what great things happen when I shed the 'I' statement. Turning my leadership outward has made all the difference."—Julie Preas

ulie Preas attended her first convention as a nurse-turnedcustomer. She was interested in learning more about the science behind essential oils. By day two, however, she was thinking, "Oh no, I'm linking arms with these people and I want to share this message with the world." Julie went home and told her husband about the new business opportunity that would replace her nursing career. Within a few short months, Julie's husband lost his job. Suddenly they were without income and wondering if Julie should return to her nursing job.

Together the couple charted a different path. "We decided to move into my sister's basement and pour ourselves

into new work—my husband would do consulting and I would build my dōTERRA® business. We hit the ground running, but soon the challenges we faced had me questioning my decision." The family missed the security of Julie's nursing income and Julie was discovering just how draining building her business could be.

Julie shares, "Bringing on new builders is one of the most difficult things because the daily work is 100 percent voluntary. At first I thought everyone who expressed a desire to build with me was wholly committed. My philosophy was to throw my net out, and whoever swam into that net would be ready and willing to run with me. But this was not the case.

"Through this process, the less committed would drop off. I would take it personally and get discouraged that my growth as a builder and leader was slowing. It was only when I forced myself to do personal development and stretch myself that I could find a lightness about building and bring more fun into it."

Julie's advice to aspiring builders is simple. "Success is in the deciding. Decide to dig deep and develop a servant heart. Some days I have to say to myself, 'Jules, you've done a lot, but you can do more. Think of all the lives you've touched.' This business is a ripple effect of change. Be the change."

3 TIPS FOR OUTWARD LEADERSHIP

GIVE **QUALITY TIME**

Plan a weekly 30-minute call with a downline. Help them strategize with their strengths and goals in mind.

GENTLY PUSH THEM INTO TASK

Use the 3-3-3 system so they can see it. then do it. First Teach 3 classes, then Co-teach 3 classes. Show them 3 Followups. coach 3 Co-follow-ups. then 3 Follow-ups on their own.

BREED BELIEF INTO THEM

One of the best gifts you can give your builders is genuine confidence in them.



Claudia Blumenthal

DURBUY, BEL

PURPOSE THROUGH PASSION

y life partner passed away in September 2017, just three days after I returned from Global Convention." Claudia had reached a peak in her journey, ranking Gold just a few months previously, and establishing herself as independent and fully charged to conquer the world. "I could never have expected that my life would change so drastically. As you can imagine, this really took me off course. I was not able to function properly."

It was during this period of dysfunction that Claudia really started to realize firsthand the power of residual income. "I don't know what I would have done if not for that steady paycheck monthto-month. I didn't have to worry about the pressures of a regular job, but instead was able to adjust my schedule according to my needs. It was because of this residual income I didn't have the financial pressure during this emotional turmoil and was able to focus my attention on myself and my daughter."

Before the death of her partner, Claudia and her team had plans to launch an online educational program in German; however, this was placed on hold. After a few months of focusing on her well-being, she decided to get back to her mission of service. Regardless of the fact she wasn't fully functional, she finally decided to put all her effort toward launching her program. By the end of the year, she and her team succeeded, making a huge impact



"I have listened faithfully to all the Share **Success calls by Andy Goddard and Tiffany Peterson. Their depth and faith** are something I look forward to listening to every week. Many times, they have brought tears to my eyes. Their coaching is relevant on such a deep level. It has been very soothing for me during my struggle. I owe a lot to them and I am very grateful."

on her team's retention and customer satisfaction.

Though she was still recovering her strength both physically and emotionally, Claudia moved forward and attended her last Diamond Club. Through the support of her team, she was able to refocus on growing her business and hit Platinum. "I felt like I would stay at Platinum forever. It was a time of doubt and feeling stuck. I had to face a lot of self-doubt and feeling no meaning in this life. After some health issues, I realized I had to surrender. Once I gave up the need to control, I miraculously started coming together."

The death of Claudia's partner left her with no other choice but to surrender. "I had to dig deep into my faith and my heart and look for meaning in my existence. Many times, I asked myself what the point was. Diving back into my business was difficult. Sometimes I felt completely overwhelmed and on the edge of burn-out, but looking back it also gave me the opportunity to grow through the struggle. I knew I wouldn't be able to bring him back no matter how great the achievement, but I could find happiness on another level." Finding that happiness led Claudia to rank Diamond. "It was like a miracle. I realized if we take a decision and work faithfully and consistently despite any obstacle, then we can reach our goals no matter what."

"Attending gives me so much joy and fulfillment. Hearing from and spending time with amazing people in our company is very soothing to the soul and inspiring to keep going on this journey."

SURRENDER YOUR ILLUSION OF CONTROL

"After some health issues, I realized I had to surrender. Once I gave up the need to control, it miraculously started coming together."

UNDERSTAND THE FREEDOM RESIDUAL INCOME PROVIDES

"During this intense mourning phase, I didn't have the financial pressure of a regular job. I was able to focus on my and my daughter's well-being instead."



Donette & Tony Johnson

MOUNT VERNON, IOWA, USA



"Since we are using our strengths and doing what we enjoy, it doesn't really feel like work."—Donette Johnson

Ithough she was unsure about the business side of doTERRA®, Donette was interested in sharing the oils that had blessed her life. She didn't view herself as a leader or someone who would be running her own business—she just loved sharing. However, her husband, Tony, could see how much she loved talking about essential oils and encouraged her to leave her job as a pharmacist to focus on sharing the oils with others.

While she didn't consider herself to be a leader, Donette says she gained a lot of confidence and inspiration from her upline. She says, "Early on, it was my upline's belief that I was going to be a Diamond that inspired me. I didn't believe it at first, but eventually I did, and started working toward that goal."

With encouragement from her upline, Donette began to see herself as someone who could successfully run her own business and reach Diamond one day. Now that she is a Diamond, she is passing on the same wisdom that her upline provided at the beginning of her own journey. When asked about how she uses her experiences to strengthen and guide her team, Donette says, "Succeeding in this business is all about strengthening your belief in the product, the company, yourself, and your purpose. Usually, others see our abilities and potential before we believe it ourselves."



INCLUDE YOUR SPOUSE: "I took Tony to convention, which really helped him get on board as he saw the heart of the founders and the company—especially the doTERRA Healing Hands Foundation"."

DON'T BE AFRAID TO ASK FOR HELP: "The only time I feel stretched too thin is when I start thinking I have to do it all myself. This usually happens when I fail to tell my leaders or husband I need help with a particular task."

CUSTOMIZE YOUR BUSINESS TO FIT YOUR STRENGTHS: "We really love that there isn't a one-size-fits-all approach to this business. Everyone has an equal opportunity to succeed using their own unique strengths while tailoring the business to their life circumstances and personality."



"We're really seasoned at making mistakes. At the same time, all those mistakes have enabled me to help other people bypass them. And while they might have to make those mistakes by themselves, I try to accelerate their prosperity so that they don't have to go through that."—Mary Robbins

Mary and Craig Robbins

LA CAÑADA FLINTRIDGE, CALIFORNIA, USA

Coaching from Regular Folks

ne day, Mary and Craig Robbins received an unexpected phone call that they'd won second place for the doTERRA® incentive trip. Mary and Craig looked at each other in surprise. Apparently while they were just sharing oils they loved, they were enrolling more people than they could count. Confused about their accidental success, the couple attended a reception with the other winners in what became a lifechanging event. Craig remembers, "I asked the guy sitting next to me where he was from, how he was involved with doTERRA, and what his rank was. He said, 'Oh, my name is David Stirling, and I'm the CEO of the company.' We thought he was joking and we started to laugh, but everyone else at the table knew he was serious!"

How did the Robbinses win an incentive trip without knowing they were in competition for it? They shrug, "We're just regular folks who literally backed into this." It started with Mary using the oils, and Craig having his own powerful

experience. Then Craig, a successful businessman with global offices, approached Mary with a proposal to be her business partner. "I was shocked by that," says Mary. "But Craig said this is something we should do because of the meaningful impact it would have on many people's lives."

So this everyday couple went into business together. "We thought, if we put our shoulder to this, we could make Diamond overnight. We thought this would be so easy. And of course, that was not the case at all," both laugh. "It was just elbow grease and hard work; it took a lot longer and a lot of learning." Mary says, "We're the people that you can't hold down; we have to share it with others because we know it can change lives." Craig quickly adds, "We've made all the mistakes, and we got lucky." Meanwhile, Craig continued working his global job and eventually retired to privately consult and spend more time with Mary working on their business.

These empty nesters continue to build their business and their relationship together. Mary notes, "Whenever you work on a project with somebody, it actually strengthens relationships instead of pulling you apart." Craig adds, "We've always liked doing things together."

Mary's favorite part is helping others discover what they have abundantly. She encourages their team to think from the inside out, working on their mindset and approach along with developing their gifts. "I like to find the best strategies to get people up to speed with their oils. Then I share those strategies with everybody so that they can simplify their own system if they choose to use those ideas." Helping her team realize that they have gifts in abundance brings her joy. "You don't have to fit into my role, or anyone else's leadership role," she tells them. "You can be the boss of your own business in your own way. You don't have to do it the way other people did it. "

PLAY THE BUSINESS GAME AS YOURSELF

LEARN THE RULES. "dōTERRA has a giant set of pieces to play this game, but no rule book, no instruction manual. So you have to learn the game from everybody else at doTERRA who is in the game. You have a community of people you can learn from."

BRING YOUR SKILLS TO THE TABLE.

"Think through your personal brand and understand what sets you apart and makes you different. Make your offer powerful and attractive to your team and those you share oils with."

PLAY HARD. "Oils are a way for people to take themselves to the next level. It gets people back into the game."



Jessica Kuiken

GUELPH, ONTARIO, CAN

MOVING FORWARD urithout excuses

ometimes life has other plans in store for us, and going into the second month of Diamond Club, it became clear to Jessica Kuiken that her marriage was in danger. Despite their best efforts, Jessica and her ex-husband decided to end their marriage before the last full month of Diamond Club. "I posted on the Diamond Club Facebook page that I didn't know how I could possibly complete Diamond Club. I received a lot of encouragement and support from my fellow Diamond Club members as well as my beautiful team."

Jessica and her ex sat down together and figured out how to navigate that final month of Diamond Club. "Being an entrepreneur can be tough, and doing it on your own as a single mom can be exhausting. I'm very grateful my ex understands what this business means to my daughter and me, and he's willing to help take care of our daughter when I need to travel or teach classes."

Despite the life change, Jessica finished Diamond Club strong and won the sourcing trip.

"It's been an adjustment to learn how to run this business on my own," she admits. "It's imperative to create boundaries and self-care rituals because my health and physical fitness are business tools. If I'm not functioning at my best, I can't be the business owner, leader, or mother I need to be. So I hired a personal trainer, got my nutrition back on track, and put my self-care first."

Bringing her five-year-old daughter along for the journey is critical to Jessica's success. "Azlyn knows oils help people feel better, so she's always advocating oils and cheering me and our team on. She's excited for us to hit 'Rainbow Diamond,' which is what she calls Presidential Diamond, and talks about the beautiful dress she'll wear, the cool things we'll do, and all the people we'll help along the way!"

Jessica has worked hard to build a strong community since her marriage ended, and her team is like family. "When my marriage ended, my whole world shifted, so I had to spend some time building a strong foundation. Now my team is more like my family. I know I can call on them for support, encouragement, and even childcare if needed. It's been a tremendous comfort to know that they have our backs."

In the years since Jessica embarked on this journey, she marvels at how her experiences were refining tools instead of setbacks. "I get paid to help other people create better lives and be a better version of myself every day. When I said 'yes' to this opportunity, I could have never imagined all the incredible blessings that have come my way: the beautiful friendships, the amazing community, the inspiring leaders, the time freedom, and the financial independence. And the crazy part is that the best is yet to come!"

MASTER YOUR MINDSET

"As a team, as a builder, as a leader, your belief has to be so strong that it inspires people to come along. You don't have to have success yet, but you do need to believe it's possible and be able to hold that possibility for those who are coming along with you. On our team we practice mindset mastery. We focus on what we want and keep that vision going so that we're always moving forward."—Jessica Kuiken





Katrina & Matthew Potter

BRIDGEPORT, NEW YORK, USA

Flourishing as Yourself

remember sitting in my living room with the crippling fear of over-sharing a message, and that if I exposed my voice, people would judge me," says Katrina. "I avoided crucial conversations because of this fear. I lived this way for a few years in my business. Ultimately, I fell flat on my face and realized I had to deal with my own judgement, which is far more intimidating. Being so caught up in that fear of what others thought of me presented missed opportunities to change lives. But I am not alone in that fear, and now as a leader, I am able to help others work through that same obstacle."

Something Katrina teaches her leaders is that one of the most challenging components of being a business owner is knowing when to listen to your own inner dialogue and when to tune it out. "At times, the chatter can be draining," Katrina warns. "I had to figure out how to rise above this chatter so I could fully step into the person I really am, creating a deep and comfortable connection with my true self. But overcoming this obstacle hasn't been easy. For so long I made myself 'busy' so I wouldn't have to be aware. I had to set aside feelings of guilt to focus on my personal development by creating a routine of reading, journaling, and coaching. I like to begin each day with a 'body scan' where I close my eyes and mentally scan my body to identify anything emotional or physical I'm holding on to. Then I work on releasing it. This allows me to journal about something specific or grab a target oil."

Katrina has been practicing emotional intelligence both within herself and within her marriage. "In a season of business growth, I was experiencing frustration within my marriage. I had just finished Diamond Club while taking care of my newborn. My husband and I were exhausted and in survival mode. This was our pivotal shift, and I realized I hadn't shared my why with him. We established a mutual ground in our why, sacrifices, and goals. We set a whiteboard calendar in our kitchen where we write any business and family events. It allows us to visualize the sacrifices we need to make, but also keeps a strong level of togetherness. This communication changed everything because we became a team. Now I share my why with those around me so we can meet on mutual ground and allow a space for communication."

Katrina felt like she had to play all roles at once: wife, mother, friend, mentor, businessperson. "The amount of stress that brought into my life was crazy," she admits. Once she started reflecting on how her strengths could provide fuel and motivation to her life, though, she appreciated the growing opportunities to rally against stress and perfectionism. "This business allows all personalities a chance to flourish. I may not be perfect, but with the growth, I am better than I was yesterday. And for me, that's perfect."



"Being an effective leader doesn't mean you have it all figured out. It means you know how to roll with the punches."—Katrina Potter



Christine Russell

TORONTO, ONTARIO, CAN

A MASSIVE Mission

hristine Russell was already wellversed in the world of wellness as an entrepreneur who owned her own yoga and wellness business. While she had experienced success as an entrepreneur and even graduated from the top business school in Canada, Christine never thought she would step outside of her role as a business owner to pursue a business like doTERRA®. As she got started with doTERRA, it took a while to wrap her mind around the idea of selling essential oils. She says, "The greatest challenge I had to overcome was to believe in the business opportunity. I sat at Silver for

over a year because of my limited belief in the business."

Then, one of Christine's mentors encouraged her to attend Leadership Retreat. At the time, Christine remembers, "I could not encourage others to do the business alongside me because I wasn't sure about it myself. My team wasn't growing or believing because I wasn't growing or believing." After attending Leadership, the belief Christine had been waiting for finally came. "I tapped into the energy and the heart of the company, the founders, the leaders, and the opportunity in front of me to share, stabilize, and soar," she says.

While she felt hesitant to sell her old business and pursue her doTERRA business full time, Christine's belief in the company has helped propel her to Diamond. Today she leads with her heart to help her "leaders dream bigger, creating a higher belief in themselves and reminding them how to dream." Reflecting on where she stands now, she says, "My fears are now nonexistent. Bringing women belief and giving them permission to dream is an honor I treasure, the greatest gift of being a Diamond. My mission is massive. It leaves no space for anything but pure possibility for me, my family, my leaders, and my customers."



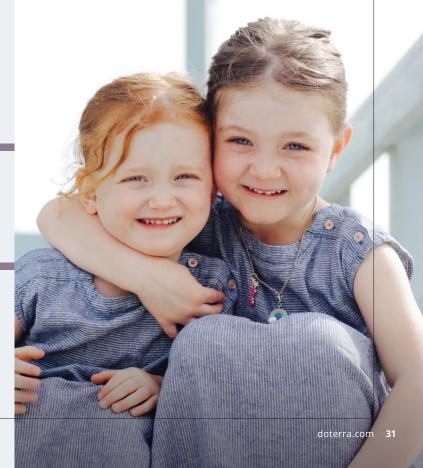


dōTERRA is...

A way forward for women: "The world is changing. This business model is the way forward for women. It enables us to pour our hearts into a business where we get to thrive, support other women, and activate natural health within the home—all while working and raising our children."

A family business: "My girls see me living my dreams instead of sacrificing our family time and values for a pay check. With doTERRA, we get to lead other women into the new frontier anchored in health. We get to take care of our kids and take care of each other. That's our business."

A path for fulfillment and freedom: "Despite my deep love for my very successful traditional yoga and wellness business, it left me stressed, overwhelmed, depleted, and feeling like I was always sacrificing my happiness, health, and time with my girls for the success of my business. I don't feel this way with my dōTERRA business. This model works. It provides me with fulfilment and freedom."



Missy & Josiah Precourt

ATTLEBORO, MASSACHUSETTS, USA



Working OUT OF LOVE

naturally shy person, Missy Precourt found teaching classes challenging. She rarely spoke in everyday conversations, believing she didn't have anything worth adding. Focusing on the oils themselves is what pulled her through the shyness to become a builder. "As my confidence in oils grew, I couldn't help but keep talking about them because they were part of me. It's not a job I even feel is work."

Oils aren't the only thing Missy loves working with. She began homeschooling her two sons around the time she hit Diamond, a responsibility of additional time and effort Missy gave with love. In turn, the Precourt boys contribute to the family business efforts by encouraging their mom, helping out around the house, and telling their friends about essential oils. "They could probably teach a class themselves!" Missy laughs. "They know so much about the oils, the leaders, and our business. They get excited with us, and they are a huge part of why I do this business."

Missy's husband Josiah, a stalwart supporter and owner of his own successful construction company, comes to every class with Missy. "He loves it as much as I do! He's at every class, on every team call. He's amazing and has been such a support even at those times when I doubted myself."

HOW TO HELP A STRUGGLING DOWNLINE

Listen.

"Be a good listening ear to what is really going on."

Ask effective questions.

"Ask them a lot of probing questions to get to the root of the problem."

Let them come to solutions and conclusions themselves.

"Sometimes I can see the problem before they do, but letting them tell me what they think the problem is can be more effective."

Identify skills to develop and work specifically on them.

"If it's a skillset problem, I work closely with them on that skillset. Sometimes that's just multiple calls in a short amount of time to work through it so that they can overcome whatever they're struggling with."

Lift and offer help.

"Sometimes it's just a mindset, so we make sure that every time we talk, we touch on that specific thing until it's resolved."

Because Missy loves her business and her family, she creates clear boundaries for her time. "Because I love people and care about them so much, if someone has a business or oil question, I want to answer their question right away. Even though I've read so much about clear boundaries, it's still a struggle for me because I do love my business so much. But I'm resolved to set time aside for my family. Sometimes I even put my phone on silent and throw it in my car so I don't look at it all day. I stick to my boundaries, making sure there is time for my business, time for my family, and time during the day to shut off."

While Missy has never seriously considered quitting, she has said that aloud a time or two to her husband and her upline out of frustration. Deep down, though, she loves everyone she works with and knows that she'll never stop. "These two things keep me going: I'll never stop caring about people, and I'll never stop using the oils. We know the oils work. I'll always share—always!" Missy confesses that she has considered staying where she's at with the business, especially when she's felt stretched thin. "But that felt wrong. There are too many people who need oils and don't know about them. I have to tell people

about the oils and at least give them the option of using the oils. That's why I keep pursuing this as a career." She keeps working hard out of love.

"The oils and personal development helped me get over my hurdles. If the oils weren't pure, if they didn't really work, I wouldn't be here. I wouldn't have worked as hard on myself to overcome my shyness. I dug into personal development and learned how to be a better speaker, how to present with confidence."

-Missy Precourt













JoLynn & Brad Jones

YORKTOWN, VIRGINIA, USA

Sparking Change

JoLynn Jones shares, "I honestly feel so free having finally identified my triggers. It's a game changer. My mindset workout is a high priority each day. I finally feel authentic as the CEO of my business."

■ hen you see someone's success, it's easy to overlook everything required to get there or think they somehow found a shortcut. In reality, worthwhile achievement is built on a road of failures, mistakes, letdowns, and ultimately growth.

On the outside, JoLynn's story might seem like a fast track to Diamond. She hit Diamond within 18 months, after all. Inside, she felt so stressed and anxious she wasn't able to celebrate her accomplishments. Some days it was hard to breathe. Every day she thought about quitting. Whatever success she had attained, it was not sustainable. Something needed to change.

When she thinks back on that time. JoLynn realized that she was missing something important. "I had the skillset, enrollments, a strategy to build a Diamond team, etc. What I didn't have was the mindset and authenticity required to sustain it in a healthy way." The plague on her wall said "Diamond," but it wasn't until she looked inward that she finally saw how much growth she actually needed to become a true Diamond leader.

JoLynn saw that the biggest obstacle and roadblock she faced in life and business was actually her own mind. She realized that there were certain things, or triggers, that held her back from believing that she was a leader. These were things that she gave power to, without even realizing it. She didn't always feel

like she was doing the business from her heart. She copied other people and didn't use her own voice. Because of that, it was hard for her to feel authentic and confident in her own ability.

Once she understood the triggers that pulled her down, JoLynn was able to make the change she needed for so long. "Finding balance, peace, and authenticity in your own space equals longevity, sustainability, and strength in your life," she said. When she took time to identify and understand her triggers, everything changed. "Sometimes it takes being vulnerable and looking inward to start the healing and growth you needed all along."

COUNTERING TRIGGERS

What things in your life and business trigger uncertainty and stress? Take a moment to write a list of triggers and then consider how you can counter them.

Triggers:

- 1. Negative self-talk
- 2. Allow others to dictate your schedule
- 3. Compare on social media
- 4. Live in an unorganized environment

Game Plan to Fight Triggers:

- 1. Challenge negative thoughts with positive ones
- 2. Refuse events that don't bring you closer to your goals
- 3. Keep social media time intentional and unfollow anyone that you negatively compare yourself to
- 4. Surround yourself with things, people, and environments that bring you joy

FEATURE **ARTICLE**



65% of Diamonds featured in this issue participated in Diamond Club before they were Diamonds!



- 1-3 members of your upline can partner with doTERRA® to sponsor you and pay for some of your out-of-area travel expenses
- Special promotions like free products or LRP points to any individual who enrolls as a Wellness Advocate/Wholesale Customer at a Diamond Club event
- Win an exclusive Sourcing Trip with Emily Wright



Diamond Club helps you create massive action in your team that propels your business to the next level. It's the place to develop team members, strengthen vision, and practice hard and soft skills. Clear the decks and make ready to come participate in Diamond Club this fall! Applications are due July 7, 2019, so here are a few things you may want to know as you prepare for this critical mission.

Should I Be A Diamond Already?

No! Diamond Club is for anyone who wants to get to Diamond or grow their business, and it is built especially for Silver to Platinum leaders.

If you are a Wellness Advocate who wants to develop as a leader, establish new leaders, help your team focus on enrollments and classes to grow, build relationships with communities and train potential leaders away from home, Diamond Club will give you the tools you need to take your business to the next level! And who could turn down the opportunity to support leaders outside of your local area, or refuse new enrollee incentives like free products and LRP points sponsored by doTERRA?

What Does a Diamond Club Member Do?

Each month, Diamond Club members complete the following requirements:

- 10 enrollments the first month and 18 enrollments the following three months (team enrollments/do not have to be personal enrollments)
- 3 local events per month (one-on-ones count)
- 3 out-of-area events per month, 50 miles away from home (one-on-ones count)

How Do I Qualify?

The time to qualify for Diamond Club is now! During the Qualification Month (June for Fall Season and December for Spring Season), here's what you'll need to do:

- **1.** Personally enroll 3 new Wellness Advocates/Wholesale Customers (100+PV on initial order)
- 2. Achieve Silver rank or higher
- **3.** 5 Wellness Advocates in your home area, on your team process a LRP (100+PV)
- **4.**5 Wellness Advocates in one away area, on your team process a LRP (100+PV)



Fall Season:

June: Qualification Month July 7: Application Due July: Preparation Month

August-November: Travel Months

December: Qualification Month January 7: Application Due January: Preparation Month February-May: Travel Months



Catherine & Kyle Carrigan

SARASOTA, FLORIDA, USA

STAYING COMMITTED TO THE PROCESS

s a stay-at-home mom of three young children, Catherine Carrigan never thought she would have the opportunity to contribute to her family financially. She never thought she would have extra time in her schedule to be with her family, or head up a team of inspiring leaders, but today she has accomplished dozens of things she never thought she would do.

While reaching Diamond was a business goal for Catherine, her journey has brought much personal growth and taught her important leadership skills. Through the ups and downs of her business, Catherine has always been able to keep her "why" at the center of her work. She focuses on

her desire to give everyone the chance to experience the benefits of essential oils, just like her family has.

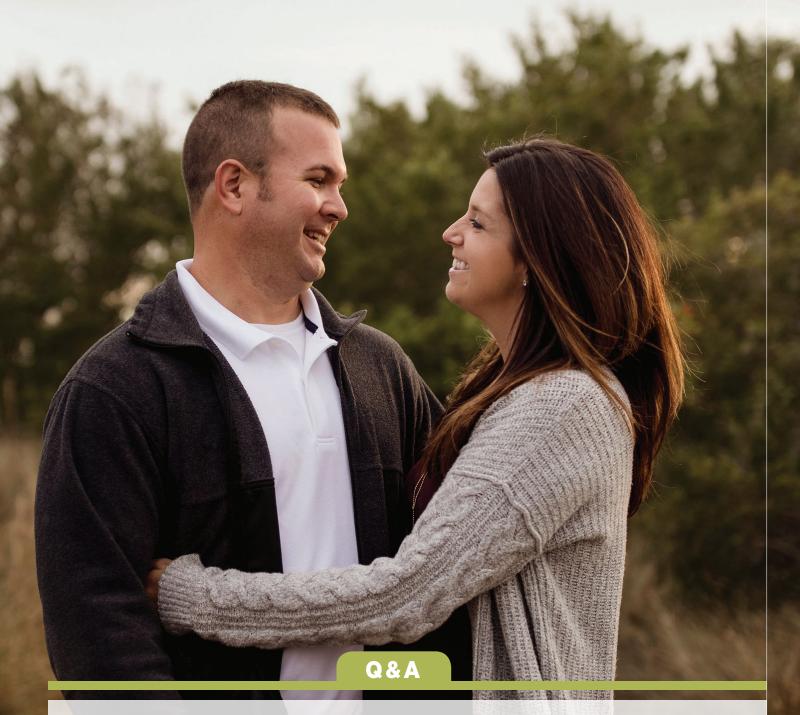
As she worked toward Diamond,
Catherine was challenged by those
builders and leaders who lacked
commitment and began to fall away
from the business. Undeterred,
Catherine was determined to reach
Diamond and continue to build a team
of committed, capable leaders. When
discussing how she handled issues with
commitment, she says, "You can't let it
slow you down. You want so badly to
help those builders see how amazing
and capable they are. So you have to
love people right where they are and
keep moving forward."

By moving forward through her challenges, Catherine has cultivated a strong team that is able to connect and inspire each other daily. "It is the best feeling to connect with like-minded women who are driven, motivated to help others, and living out their passions," she says. Instead of allowing herself to be discouraged by obstacles on the road to Diamond, Catherine chose to remain committed to her team and vision. When reflecting on the obstacles she had to overcome, Catherine says, "When you release those feelings of discouragement, things will start to feel more aligned, and you will attract others to this work simply by staying committed to the process."





"WE HAVE AMAZING TOOLS TO TAKE BETTER CARE OF OURSELVES SO WE CAN SHOW UP BETTER AND BRIGHTER FOR THOSE WE LOVE."—Catherine Carrigan



WHAT DO I DO WHEN PEOPLE **BECOME LESS COMMITTED OR FALL AWAY FROM THE BUSINESS?**

"Do your best to model consistency for your team, and lean into the mindset of figuring things out. As a leader, you can't let this slow you down."

HOW HAVE YOU BUILT A STRONG TEAM DESPITE CHALLENGES ALONG THE WAY?

"We are aware of our strengths, and use them when we collaborate or in mentorship with new team members. Our tribe is strong because these women show up authentically and are committed to leading the way and helping others rise up in their health and business."





Dr. Patrick and Jill Keiran

IAY, MAINE, USA

HEALTH AND

s a chiropractor who specializes in functional neurology, Dr. Patrick Keiran is no stranger to the world of health and wellness. With 22 years of experience in his field, Patrick has seen how health has changed over the last few decades. When speaking about his experience in healthcare, he says, "The world has become much more toxic in the years I've been in practice."

A few years ago, Patrick was introduced to essential oil applications at a chiropractic seminar. Since that time,

he and his wife Jill have combined their love for essential oils with Patrick's health expertise to share the message of doTERRA. Patrick says, "My favorite part of this business is the platform it gives me to magnify my impact on health and humanity." From here, Patrick and Jill began to incorporate essential oils into all aspects of their life, and a thriving business was born.

As their business progressed, Jill and Patrick decided to participate in Diamond Club to help take their team to the next level. Their participation in Diamond Club brought a unique set of challenges that they tackled together as a couple. When speaking about these challenging times, Patrick says, "As uncomfortable as that was, it was absolutely worth the sacrifice because it empowered us as a couple to greatly expand the purpose and passion that we share in bringing natural solutions and optimal health and vitality to the world."

WHY DIAMOND CLUB IS WORTH IT

"Round one of Diamond Club built us from Silver to solid Gold. Round two built us to Diamond. Stop over-thinking Diamond Club—just do it! Whenever you have a chance to speak to any group, take it!"—The Keirans

Gain confidence: "Speaking in so many different settings every week helped me own the product knowledge and my why. Prior to Diamond Club, I spoke infrequently, and to much smaller groups—it was petrifying. I've grown much more comfortable with public speaking, and in 2018, I was even able to speak comfortably to hundreds during the Spring Tour and post-Convention tour."—Patrick

Bond with your team: "The bonding that naturally occurs during Diamond Club has turned much of our team into family."—Jill



JoAnna Sacco

READING, MASSACHUSETTS, USA

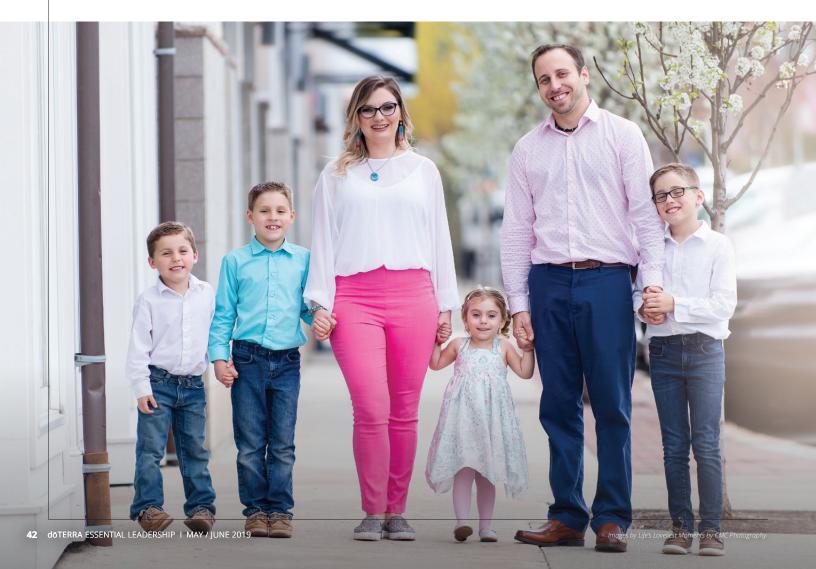
SHEPHERDS, NOT SHEEP

ong before she discovered essential oils, JoAnna Sacco opened up to the idea of natural solutions when she dealt with some health issues in her twenties. After having four kids of her own, JoAnna was working as a doula when she was invited to an essential oils class by one of her clients. With her eyes already opened to the world of natural solutions, she remembers, "It made sense to live a holistic lifestyle."

While the idea of using essential oils was easy for JoAnna to get used to, the business side was not as simple. For the bulk of her career, JoAnna worked at Dartmouth Medical school in psychiatric research—something that felt very different from running her own business. When the invitation to start her own dōTERRA® business came, JoAnna was not open to it. She says, "I hated the idea of selling. I'm not

a salesperson, and after my career in research, sales was just not part of the picture for me."

Despite her hesitation with the business in the beginning, JoAnna finally came around to the idea when she realized that dōTERRA was more about sharing than selling. Thinking back on the beginning of her journey, JoAnna says, "I oiled the world without knowing I was doing the business. Finally, a lightbulb





"When I have a struggling builder, I try to go deep into their why, and really help them dream outside of anything they thought was possible."

went off and I realized that this is a really powerful way to help other moms who want to provide for their families."

Through her experiences as a Wellness Advocate, JoAnna strove to mold her team members into true leaders who feel empowered in their own lives. She says that initially, she was pushing people toward the business who were not invested in themselves. Eventually, JoAnna began focusing her energy on builders who were coachable and more invested in their journey. This is when she started to see a difference in the type of leaders she was attracting to her team.

"Leaders create leaders, not followers," she says. "When you create followers, they're still not at the point where they believe in themselves. When I have a struggling builder, I try to go deep into their why, and really help them dream outside of anything they thought was possible."

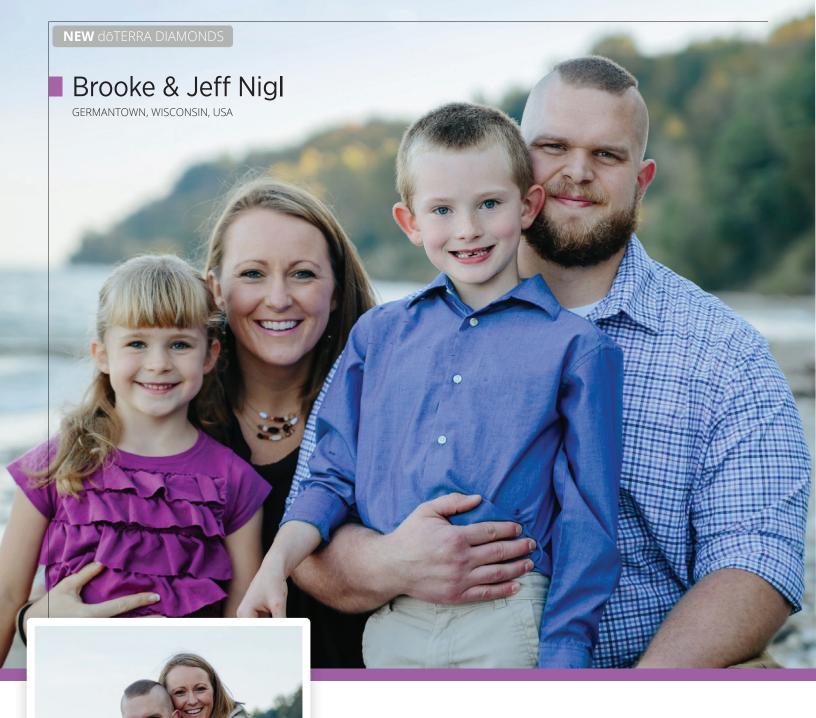
LEADERS CREATE LEADERS, NOT FOLLOWERS

"Avoid doing too much for the team and not letting them become the leaders they were meant to be. When I stepped back from leading all the team calls, posting in all the groups, and doing everything for everybody, they stepped into their own power. I realized I had been enabling people instead of empowering them."

"Really dive in there. Really get to know them, all the things that are important to them, and the things that make them so happy and come alive. And when they're struggling, go back to why they started doing this. This isn't about making the next car payment or about making \$500. It's about the big vision for their family and for the world."

"Let leaders step up and take responsibility. As a leader, it's not about being the smartest, best, or most knowledgeable person in the spotlight. It's about letting your team shine and find the magic inside of themselves."





PERFECT FOR THIS SEASON



"There are seasons in doTERRA—seasons to push and go hard, and seasons to relax and sit on the beach for a minute."

■ hen Brooke Nigl enrolled, she bought a kit and five diffusers. "Why five?" her enroller asked. Brooke insisted she wasn't going to listen to her kids whine about not having their own diffuser. For Brooke, this was the time to go all in to the doTERRA® business. "There are seasons in doTERRA—seasons to push and go hard, and seasons to relax and sit on the beach for a minute," she tells her builders. Her own season to toil came when, after a year and a half of inviting people to classes without doing the business, her husband Jeff asked, "What if you really tried and took one year to replace your income?" Brooke took that to heart to reach Gold, and quit her job as a wellness program manager.

This period of working hard came with sacrifices. For several weeks Brooke hardly put her kids to bed and missed 50 percent of her son's ball games because she was teaching classes.

Brooke vowed that "I might miss his t-ball games now, but I won't miss his games in high school later" so the sacrifices would be worth it. The season of sacrifice was intense but not long. "There are still sacrifices. I'm still working, and I still don't get to put my kids to bed every night, but it's not as crazy as it was," she assures.

"There are different times to push, different times to slack off, and different times to put your kids to bed every night," Brooke notes. "But I also don't take for granted the nights I get to put my kids to bed; it's more of a treat when mom gets to read books to the kids. Now I do get to be at more baseball games. Now I do get to live this life that I wanted, but I had to sacrifice time with my husband, time with my kids, and time for myself."

Consistency helped Brooke push through this stretch of her life. "People do what you do, and see what you're doing, even when you don't think they

can see you. When I say I'm going to show up, I'm going to show up. If I say we're going to do a program, we'll do a program. There's always follow-through, so even if they're having a tough time in their business, they know I'm the rock, I'll be there, and we're going to weather the storm no matter what."

Brooke loves coaching people through the seasons of doTERRA. "We all have a variety of builders: some run with me at a million miles an hour, some are the breadwinners in their family, and others are working a full time job doing doTERRA on the side. It's imperative to meet them where they are, love them through their situation, whatever it might be, and help them see their potential without demanding it from them right now. I work to help them understand what they are doing is good enough and they don't need to do more. How they're presenting, sharing, and loving their people is perfect for them in this season."

ADRENALINE TO ACTION

ONE OF BROOKE'S FAVORITE QUOTES BY AUTHOR SUSAN JEFFERS IS "FEEL THE FEAR, AND DO IT ANYWAY."

Brooke elaborates on this with her team: "If you're afraid to teach a class, go teach a class. If you're afraid to have a one-on-one, go have a one-on-one. If someone sitting next to you is experiencing feelings of tension, and you're afraid to talk to them about Peppermint, talk to them about Peppermint. Feel that fear, and let the adrenaline from that fear drive you to do the action because action actually conquers fear." What are you afraid of in your business? List your fears in one column and in the other column write an action you can do to conquer that fear.

FEAR	ACTION	



business, she was fascinated by the leader names. "I didn't understand what becoming a 'Diamond' meant— I just knew that I wanted to be a Diamond!" From that point on, Natalie knew where she wanted to go.

she decided to make the best of it. Around that time, Megan talked to her about joining her team. Natalie was intrigued, but she already felt stretched thin and didn't want another thing on her plate taking away her precious free time.

döterra* DIAMOND CLUB

Megan persisted, and eventually Natalie gave in and bought a kit.

After using the essential oils consistently, Natalie and her husband Michael noticed improvements in their overall health and wellness. Seeing the difference in her own home gave Natalie the confidence to share with her friends and family. Her business started growing, and she knew she couldn't keep the message of hope and healing to herself. She also knew that if she committed to her business, she could choose to be home and watch her girls grow up. After all those years of struggling and hoping, she saw light at the end of her tunnel.

That's when she started Diamond Club. "I still had to work at my full-time job to help support our family," she said, "so I worked at the jewelry store for three long days, traveled for three days, and then was home on Sundays. This schedule was crazy, but we decided we could do anything for four months." Natalie graduated from Diamond Club having reached the rank of Gold and solidified her \$1,500 Power of 3 bonus. She was able to quit her job and stay home full time.

Natalie still had her heart set on being a Diamond, so she started another season of Diamond Club. And another. "If at first you don't succeed, Diamond Club again!" she exclaims. She reached her goal during the third round, and did it all while traveling with her new baby girl. Natalie let her goal of reaching rank buff and polish her like the diamonds she helped others choose in the jewelry industry.



LESSONS LEARNED FROM REAL DIAMONDS

"The word 'diamond' is derived from the Greek word adamos, meaning unconquerable. It is one of the hardest and strongest materials on Earth. I realized I was strong, and I had the power to make my dreams come true."

"Many people think that diamonds naturally shine, but they actually reflect, refract, and disperse the light that is all around them. I learned to reflect the light and hope that doTERRA had given me and disperse that light so others could be inspired to do the same."

3 "For a diamond to form, it needs the right conditions: tremendous heat, pressure, and time. Diamond Club provided the perfect conditions for my development as a leader. And just like a real diamond, the tremendous heat and pressure I felt during this time changed me into something unconquerable."

"I don't know of another job in the world that allows you the freedom to choose the life you want to live and helps you develop the strengths, abilities, grit, and passion to get you there. doTERRA helped me become the 'Diamond' I have always wanted to be."

—Natalie & Michael Duerden

Fabiano & Anac Montarroyos

RECIFE, PERNAMBUCO, BRA

Future a Visit

uman beings are moved by either a burning desire or a burning despair," Fabiano notes. One year, he and Anac were filled with unhappiness in their old business and despaired thinking nothing would change. They prayed fervently for a career change where they could build a solid and lasting future, a transformation they hoped would bring them peace and security.

Then, a friend shared the good news that dōTERRA® was coming to Brazil. At first they didn't believe the news because they thought "an essential oils business would never enter our country." Fabiano watched a video of Matt Hall speaking in Portuguese and talking about dōTERRA opening in Brazil. Fabiano contacted Matt and peppered

him with questions. "During that first conversation," Fabiano remembers, "I closed my eyes and imaged how big essential oils would be in Brazil. For several moments, the vision of the future was very clear to me."

Impressed, Fabiano took action to share this image with friends quickly. "I paid a visit to the future, imagining what and how it would be like. I dreamed big dreams, projected how they would work, then went back to the present to tell all our friends and invite them to come with me. If it's possible for so many people from different cultures, with different levels of education and different professions to come together and make this business work, it's possible for us, too."

Because essential oils were still so new to Brazil, Fabiano and Anac had a lot to overcome. "We had to break some paradigms and old beliefs, and we did it with information. What pressured us the most was the burning desperation to achieve the results because our situation was not easy at all. We finally recognized that the amount of effort and dedication needed to be fully proportional to what we wanted. What was under our control we dedicated ourselves 100 percent to execution."

Fabiano and Anac continue to look forward to the future. "You only make your dreams come true when you help other people's dreams come true," Fabiano testifies. "Helping others believe that anything is possible has become our mission."



"This was not an 'I' business, but a 'we' business. We understand that it's not about what we've achieved, but how much we've helped other people achieve. It's not just about our lives; it's about thousands of other lives being impacted!"—Fabiano & Anac Montarroyos



dōTERRA®

TRIPLE DIAMONDS



PATRICK & ALLYSE SEDIVY

DOUBLE PRESIDENTIAL DIAMONDS



WES & HAYLEY HOBSON



DAVID & TAWNYA HSIUNG



STEVEN & MONICA HSIUNG



BOYD & SANDY TRUMAN

DOUBLE BLUE DIAMONDS



JERRY & LAURA JACOBS



MARIE-KIM PROVENCHER

DOUBLE DIAMONDS



KENNY & REBECCA ANDERSON



ANDY & NATALIE GODDARD



JUSTIN & KERIANN HARRISON



PAUL & BETSY HOLMES



KAI HSUN KUO & PEI LING SU



ERIC & ANDREA LARSEN



ANGE & CHRIS PETERS



KACIE VAUDREY & MIKE HITCHCOCK

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DOUBLE DIAMONDS



TOSHIYA & IZUMI YANAGIHARA



MATT & KELLY ANDERSON



TARA BLISS



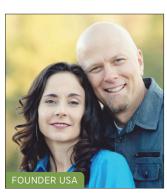
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JENNIFER BRADY



ELENA BROWER



JAMES & ROXANE BYBEE



HUNG WAI CHOI



MOLLY DAYTON



CHRISTIAN OVERTON & MARK **EWEN**



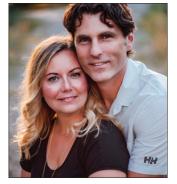
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JEANETTE FRANSEN



JEFF & JEN FREY



LI & LANCE FRYLING



ROGER & TERESA HARDING



JOHN & MELYNA HARRISON



LORI & JOE HAYES



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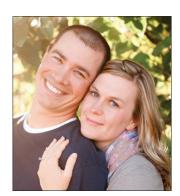
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CHUN MING HSU & HSIN PEI HSIEH



CHIH JUNG HUANG & CHEN CHEN CHANG



CLAY & JESSICA IDDINGS



MATT & SARA JANSSEN



LAI JAUCHING



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HENRIETTE KALGRAFF



MATT & BAILEY KING



KYLE & KIERSTON KIRSCHBAUM



MIKALENA KNIGHT



WEN HUNG KUO & SHIH AN KUO



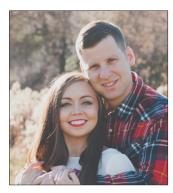
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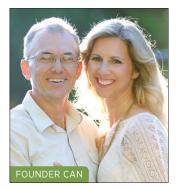
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JULENE MARTINDALE



JOSH & KEELI MARTINEZ



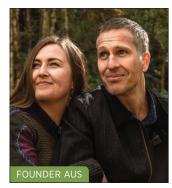
STEVE & KIMBERLEY MILOUSIS



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PEI CHI YI



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ADAM BARRALET



CORINNA CHUSE BARRUS



MONIKA BATKOVA & MARTINA VALNICKOVA



DANIEL & CRISTINA BENITEZ



KATRINE BERGE



JOY BERNSTEIN



KEN & WENDY BERRY



JANNA BERRY



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GERARD JR. & CARMEN BUSCH



KIM CAMUSO



BRADY & MICHELLE CANNON



JUAN JULIAN CARBALLO ESPINOSA & REYNA BEATRIZ HERRERA REYES



JESSICA CHAMPAGNE



CHIU SHIANG CHEN



LIN YI CHEN



SHUFEN CHEN & CHIALING CHANG



ETSUKO & RICK CHIDESTER



LI YI CHING



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DAPHNE & DARRIN CLARK



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RICHARD & ELIZABETH **COPELAND**



ADAM COPP & ROSIE **GREANEY**



MAREE COTTAM & DIRK VANDERZEE



JAMES & TANYA COTTERELL



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EM FALCONBRIDGE



DAMIAN & JENNA **FANTE**



TIM & BECKIE FARRANT



CHRISTY & ANDREW FECHSER



YHFENG



YUWEI FENG



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KUN YOUNG HWANG



MARY HYATT



TAKESHI IGARASHI



CHRIS & AMY INNES



CHRISTINA & LEWIS **JESSUP**



XU MING JIANG



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RACHEL JOOS



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TZU YUAN KAO



DRU & GINA KIESEL



AMY KILLINGSWORTH



RYOKO KIMURA



LAURA & SHAWN KING



MIE KIRA



MIKE & MEGAN KNORPP



ASAKO KOBAYASHI



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LAURIE LANGFITT



JUSTIN & TAHNA LEE



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YU YIN LI

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JOANNE LING & TRACEY FRY



CHIH JEN LIU & MAN TSAI



LILLIAN LIU



YEN CHEN LO



SOFÍA LÓPEZ DE LARA & RODRIGO ALADRO



STEVE & RACHEL LOTH



YU JUNG LU



DWAYNE & TRACY LUCIA



YVETTE LUCIANO



STEVE & TRACY LYMAN



KALIKO & MAILE MAII



SILVIA MALIK



KELLY MALLINSON



ALONTO & DESIREE MANGANDOG



IOANA MARGINEAN & RAUL OVIDIU



TIM & EMILY **MASCARENHAS**



TERUMI MATSUSHIMA



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ANAC & FABIANO **MONTARROYOS**



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LAM YEE MUN & STANLEY HO



HOWARD NAKATA



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ADAM & NISHA RIGGS



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HOON SUH



HIDEMITSU & YOKO **TAKEDA**



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HEATHER & AARON WADE



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AMY & CHARLIE WIDMER



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LISA WILSON



JARED & SHEREE WINGER



CHRISSY WORTHY



CHING CHUN WU



EDWARD & LINDA YE



HUANG HUI YU & WEN **CHIANG SU**



MISKA & ROMAN ZACKA

BLUE DIAMONDS



LIE ZHAO



KEVIN & KIM ABAIR



DR. JOHN & JENNIFER ACCOMANDO



ANASTASIA ADAM



ATANASKA ADAMS



KATIE ADAMS



KATHY & BRAD ALLDREDGE



BRENDA ALTAMIRANO & OSCAR CORDERO



LORENA ALVARADO MORALES



KELLY ALVIS



DAVID & SHANNON ANDERSON



NEAL & ERIN **ANDERSON**



SARAH KATE & CRAIG **ANDERSON**



JENNIFER ANTKOWIAK



CLAUDIO & JANAE **ARANCIBIA**



LUZ MARÍA ARGUELLES

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JUSTIN & BRIDGET ARNOLD



ROBIN ARNOLD



MICHELLE ASMUS



KAREN ATKINS



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DIANA MARIA BAGHIU NASTASA



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PERLA BALDEMAR & JORGE TENORIO



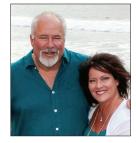
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FAINA BALK



KENDRA BAMFORTH



RICK & HAYLEY BAMMESBERGER



MACKENZIE BANTA



KARL & REBEKAH **BARLOW**



ERIC & BECKY BARNEY



LEANNE BARRY



JAYNE BARTLETT



ANTHONY & ALISON BARTOLO



JEREMY & CARLY BAUTISTA



AMANDA BEACH



ASHLEY & CHRIS BEANS



LISA BEARINGER



DAWN & MARK BEHM



RENATO & RITA BEIRÃO



JUDY BENJAMIN



MELFORD & CONCETTA **BIBENS**



BRIONY BIRD



JENNIFER BITNER



ERIN BLOTT



CLAUDIA BLUMENTHAL



JAMIE BOAGLIO



JON & KENDRA BODINE



ANNIK BOILY



LADONNA BONTRAGER



LOURDES BORNACINI



RYAN & JESSI BOSCHMA



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RACHELL BRINKERHOFF



JEN BROAS



JAKE & ALEXA **BRODSKY**



DON & CINDY BROWN



KEVIN & LATARRAN BROWN



RUSS & CHAR BROWN



STEVE & BRENDA BROWN



MARIO JÖLLY & SABINE BUCHNER



ANNIKA BUCKLE



KORINA BUEHRER



ERIKA BUTLER & RICK HENRARD



ELISABETH BUTTURA



CAROLINE CAIN



ANNE CALHOUN



ISABEL & DANIEL **CALKINS**



DAWN & MARCELLO CALVINISTI



LORI & CHRIS CAMPBELL



LISA CANIPELLI



SAM & TIM CANNELL



MELISSA CANNON



ERIKA & JOHN CAPPELMANN



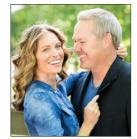
ASHLEY CAREY



CATHERINE & KYLE CARRIGAN



BEN & ADABELLE CARSON



RACHEL & DARYL CARTER



DAVID & ANDREA CAUFFMAN



EARL & LACEY CHALFANT



KUI FEN CHANG



MING YI CHANG



SHUANG SHUANG **CHANG**



DAVID & ANA CHAPMAN



NATHALIE CHAUSSEAU



FANG CHIH CHEN



FU YU CHEN



HSIN CHIEH CHEN



WANG PEI CHEN



WEI-FANG CHEN



YEN YU CHEN



YING CHEN CHEN



MEI LING CHENG



CHUN HSIANG CHIANG & YU CHENG TSAI



CHIH HSUN CHIEN & SU JU HUNG



CHIH MING CHANG CHIEN & HSIU CHU TUNG

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YU CHEN CHIU



GINA CHO



GREG & MARTI CHRISTENSEN



JOSIAH & MELISSA CHRISTOFFER



LI HUI CHUAN



YUNG YANG CHUANG & HAN CHIN HSU



HUNG YI CHUNG



TROY & DOROTHY CIVITILLO



DARRYL & ANNIE CLARK



MARC & ROMI CLARK



MIKE & RACHELLE **CLEARY**



RONELA CLEP



REEDA CLOSE



ANDREW & SHANNON CLOUGH



JODI & JASON COBB



ALLISON COCHRAN



BRETT & FARRAH COLLVER



COMANICIU



MATTHEW & AMIEE **CONNER**



SHANE & CAREN CONSTABLE



JOAN COON



TANIA COTE



NANCY COUTURE



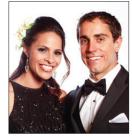
KENT & STEPHANIE CRANE



AMY CRAWFORD



JOHN CROFT & NOEL BLANCHARD



KARLEL CROWLEY & STUART DIXON



NATALIE CUTLER-WELSH



ASHLEY DAIGE



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BRAD & JULIE DAVEY



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SAMANTHA DAVIS



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JOYCE DAY



AIMEE DECAIGNY



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AMANDA DIBIASE



VICKIE DICKSON



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MEGAN DILMORE



KASHMIRA DIVINE



JEREMY & HOLLY DIXON



ANGELA DODGE



ERICA DOLAN



BONNIE DONAHUE



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KARINE DOSTIE



CURT & TONIA DOUSSETT



COURTNEY DOW



VICKI DRENNAN



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MICHAEL & NATALIE DUERDEN



DAVE & LIZ EATON



CHOK SIN EE



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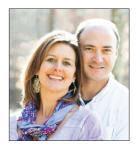
DENNIS & MARY ENGLERT



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DARNIE EWART & STEPHEN NATTRESS



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AARON & WENDY FRAZIER



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KAORI FUJIO



RAPHAELLE GAGNON



LESLIE & ROGER GAIL



JENNY GANN-DUDGEON



STEVE & LAURA GARCIA



GINO & AMANDA GARIBAY



DAVID & CRYSTAL **GARVIN**



ANGELA GEEN



BRANDON & LINDSEY GIFFORD



REBECCA & BRIAN GILLESPIE



ISABEL GIORDAN



BRAD & TOBI GIROUX



DIANE & VIKTOR GJELAJ



TAMALU GLENDE



THOMAS & AMY GLENN



TESS GODFREY



POLINA GOLDBERG



VERONIQUE GOLLOHER



ERICK GONZALEZ



LUKE & TERESA GOODLETT



GOODSON



ALICIA GOODWIN



JAY & DEBBIE GORDON



JUENE GOTTSCHLING



BÉNÉDICTE GRAF



ADAM & LEAH GRAHAM



LINDSEY GRAHAM



SUEANN GRANN



MICAH & KRISTA GRANT



DARREN & ROSIE **GREMMERT**



DREW & LACEY GRIM



MICHELLE GROSS



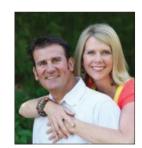
MADHAVI YVONNE **GUEMOES**



LISON GUÉRETTE-**CAPONY**



CHRISTOPHER & **KELSEY GUERRA**



CURT & CAROL ANN GUEST



LINDSEY GUNSAULS



ANDRAS GYENIS & MELODY GYENIS-ANGYAL



KEN & SANDRA HACHENBERGER



MINOLA HAJA



TASHA HAKEEM



ANASTASIA & AARON HALCOMB



MATTHEW & SEANTAY HALL



ERIN HALLINAN



KIRK & JENNIFER **HAMILTON**



RENE HANEBUTT



KARA HANKS



CAROLYN HAPKA



ARIANA HARLEY



MEGHAN HARLOW



KERRY HARPER



NATALIE HARRIS



ROXANNE HARRIS



RYAN & JENYCE **HARRIS**



BRIAN & JEANNIE HARRISON



TODD HART



GARTH & JULIE HASLEM



SCOTT & SHYANNE HATHAWAY



MARK & ALICIA HAUGSTAD



ALLISON HAYS



ELLIE HEDLEY



DRS. MARISSA HEISEL & PETER KRAVCHENKO



ANTHONY & DANIELLE HEIZENROTH



ERIKA HELBING



DE PHOENIX HELLEN **VENIX**



PAUL & TERI HELMS



SUSAN HELZERMAN



GORDON & JULIE HERBERT



RYAN & MELISSA HERMAN



TERRY & MARIA HEUSER-GASSAWAY



CHLOE HILTON-CLOW



JULIE & KAULIN HINTON



ELIZABETH HO



HUIWEN HO



LI LING HO



GREGORY & SUSANNA HOBELMAN



BILL & JODY HOFFMAN



SHALEEN HOGAN



LINE HOLDAL



TONI & ROBERT HOLLAND



JOY HORSEMAN



OSVALDHO HOSORNIO & CAROLINA CEREZUELA



KATHY HOULE



DEANNE HOWARD



TANYA HOWELL



KELLI HOWIE



CLIN HSIAO-CHING



CHIA LIN HSIEH



YUE WEN HSIEH



CHEN YU HSIN



SHU CHIN HSU



TE FU HSUN & CHING SHUE WANG



JEFFERY & MIRANDA HU



CHEN HUI HUA



HO NIEN HUANG



JAMMY HUANG



MARY KAY HUESDASH



AMY HUFFMAN



CHRISTY & REID HUGHES



CARLA HULLEMAN



JEANESE HUMBERT



MARGHERITA HUMPHRIES



CHIA-HSUAN HUNG



BJ & MEGAN HUNTER



KATIE HUSSONG



REBECCA IFFLAND



BOO KYUNG IM



CHE MYUNG IM



CYNTHIA INCZE



DR. DAN & KELLY IRIZARRY



JACKIE ISLES



BROOKE ISSA



CHIHARU ITOU



KOZUE & NOBUAKI ITOU



REBECCA JACKSON



JASMINE JAFFERALI



SABINE & HARALD **JAHN**



JAN JAMES & RICHARD **BRADLEY**



ROB & WENDY JAMES



EUN-JI JANG



DALE & JENNIFER **JARAMILLO**



JARED JARVIS



JOSH JELINEO & BEBE MCFALL-JELINEO



HA BONG JEONG & **EUN KYUNG LEE**



JAZZE JERVIS



AARON & JESSA **JOHNSON**



KILEY & NORA JOHNSON



TONY & DONETTE **JOHNSON**



BRIAN & RACHEL JONES



JOLYNN & BRAD JONES



LELAND & ROBIN **JONES**



TIFFANI JONES



BILL & DEENA JORDAN



HAGAN & DENA **JORDAN**



JAE HYEON JU



LISA JURECKO



NICO KAGUYAMA



KUO HSIANG KAI & CHENG SU FANG



CHIAH HO KAO



TOMOKO KATAOKA



MASAMI KAWAI



BILL & MEGGEN KEEFE



DR. PATRICK & JILL KEIRAN



LOUISE KELLY



ASHLEY KEMA



JO KENDALL



JACK & TRACI KENNEBECK



MIKE & KALLI KENNEY



KELLY KETLER



DR. JENNIFER KEYS



NICOLE KEZAMA



NICK & DYANNA KILLPACK



KYUNG A KIM



CADE & DOMINIQUE KING



MELISSA KING



KENTA KIRIYAMA



JESSICA HERZBERG KLINGBAUM



DR. SEAN & WENDI KOHLER



MICHIYO KOIDE



MIKIKO KOIKE



MIKI KOJIMA



PAUL & YOLANDA **KOOLE**



JENNIFER KOURTEI



ANDREA KREY



JOE & AMBER KROPF



FREDDY & MANDY KUHN



JESSICA KUIKEN



PU LI KUO



JON ERIK & LYNN **KVAMME**



AUDREY LAFORGE



DAVID & LOIS LANE



SHARA LANGFORD



ALISON LANGRIDGE



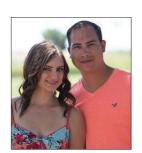
DANNY & NICOLE LARSON



LORI LATENDRESSE



ALISHA & JONATHAN **LATOUR**



DERRICK & TARA LAUGHLIN



JAMES & MICHIE LAYTON



NOLAN & PAT LEAVITT



ANNDA LEE



JOHN & CAROLINE LEE



KYUNG MI LEE



DIANE LEFRANDT & JESSICA SMUIN



VAL LEIGHTON & DARYL TREMBATH



ARLA LEINS



JASMINE LEMOYNE



REBECCA LEONARDES



ZACH & KYLENE LESSIG



LENA LEVI



CHAD & JODI LEWIS



CHENG CHI LI & WEN YI TE



HO MEI LI



HSU CHIH LI



TINGYI LI



ME HEE LIM



AMBER LIN



HSIU FENG LIN



PEI EN LIN



WU HAN LIN & WANG YUAN



JOHNATHAN & RACHEL LINCH



FOREST CHEW SOCK LING



HUNG HSUEH LING



LEE SEANG LOOI



CAROL LÓPEZ & LUIS **ESTÉVEZ**



CECILIA LÓPEZ DE LARA & ANDONI ROMERO



KATRINA LOTTS



AVASA & MATTHEW LOVE



SHELLY LOYD



FU LUN LU & CAROL **SUNG**



PEI CHEN LU



CHELLE LUKE



JEN LUKE



JING MA & JINHUI WANG



BETTY MAGILL



BROOKE MAGLEBY



JAMES & CYNTHIA **MAGUIRE**



TANYA MAIDMENT



JOHN & MELANIE **MAITRE**



REYNA DANIELA MANCILLA LOPEZ



ELIZABETH MARA



MILTON MARIN



LENKA MARKOVA



TAMARA & ANDREAS MARTI



SUZY MARTYN



ELIZABETH & MANNY MATSAKIS



MAIKO MATSUMOTO



SHOKO MATSUYAMA



ROSETTA MATTHEWS



PAUL & KRISTIN MAYO



VICTORIA MCADAMS



KEITH & KERI MCCOY



CHRISTINE MCCUE



BRITTANY MCDONALD



KELLY MCDONALD



SHARON & JASON MCDONALD



SUZANNE & ROBERT MCGEE



CARDIN MCKINNEY



BRITTANY MCLEAN



JOHN & EILEEN MCLEAN



ELIERRI MEDEIROS DE OLIVEIRA



CHEN CHIU MEI



KRISTA MELENDEZ



EMILY MIEREN



DAVE & DELYNN MILLER



HOLLY MILLER



JIM & AMY MILLER



KAREN MILLER



LIU MIN



QU MING



CARLEE & JUSTIN MODRA



TIFFANY MOMBERGER



SILVINA MONGE & RODRIGO ASSAEL



ANDREA MONGE MARIN



KAYLA MONSON



GREG & DR. JULIE MONTGOMERY



ANDY & TIFFANY MOOSMAN



DRS. BRETT & RAECHEL MORAN



LAURA MORANDI



RUBENS & DUDA MOREIRA



CECILIA MORENO & JAIME HINOJOSA



SHANNON MORGAN



MARIE-CHRISTINE MORIN



SOPHIA MORRISON



JANELLE & JUSTIN MUELLER



MARY LOU MULCAHY



SRI MULYADI & PAUL **FILMER**



YUKARI NAKAGAMI



HARUMI NAKATA



TED & ALISIA NELSON



JOSÉ JORGE FAHD NETO



CHRISTIAN NEUDEL & GABRIELA HÄUßNER



JULIA NICHOLSON



JEFF & BROOKE NIGL



KIMIKO NOMURA



ERIC & KRISSY NORDHOFF



AUSTIN & AMBER NORDSTROM



KERRY & DENISE **NORRIS**



RENEE NOVELLO



ADAM & TAMI NUHFER



CHARLIE O'CONNOR



BERNADETTE O'DONNELL



HELEN O'GRADY



KERY O'NEILL



JOCELYN OADES



FRANK ODDENS



NARU OGISHI



JACINTA OJWANG



MUNEHIRO OKUMURA



KEIJI & EMIKO OKUYAMA



ALLEN & BROOKE OLIVER



JOHN & AMANDA OLSEN



STEPHEN & DAWN OLSEN



CHRISTOPHER & AMY OUELLETTE



JOHN & PAULA **OVERBEEK**



JOHN & KIM **OVERPECK**



KATHY PACE



MELODY PAINTER



CASSIE PALS



MARANATHA PARKE



LAURA PARKINSON



ROBERT & JANELLE PARRINGTON



RODNEY & ELAINE PARSLEY



SANDRA PASCAL



JOHN & LAURA **PASTERNAK**



CYNTHIA PATIENCE



KUO CHING PENG & LEI **HSIN YANG**



ANNA PENICK



SARAH-JANE PEPPER & TYLER HERR



SARAH PERKINS



PRESTON & TENA **PETTIS**



SPENCER & LAURA **PETTIT**



MALCOLM & AMY PHILBRICK



EMMY PICKERING



ARIANNA PIENAAR



BRIAN & JEN PINTER



FRANI PISANO & HERB HOELLE



LINDSAY & DANIEL **PLANTIN**



REGAN PLEKENPOL



STEPHANIE POE



TOM POLIFKA



KATRINA & MATTHEW POTTER



MAYRA & STEPHEN **POWERS**



JULIE PREAS



JOSIAH & MELISSA **PRECOURT**



JESSICA PRESS



JESSICA PRESTON



RACHEL & CLINTON PROUD



MYRA QUINN



JOSE & TERESA QUINTEIRO



AMANDA & KEVIN **RAHIJA**



WILLIAM & ALICE RAHN



JACOB & ABI RAINES



FERENC RÁKSI



CLAUDIA RAMIREZ & SERGIO ANGE ABUNDIS RODRIGUEZ



KRISTEL RAMIREZ



KRISTA RANDALL



JAMIE & JUSTIN RATHJEN



JAKE & CORRIE RATZAT



DICK RAY & STACY PAULSEN



PETER & CLAIRE REA



HANNAH REASONER



ANGELA REED



KETTY RENZO & NUNZIO IANNONE



NICOLETTE REYNOLDS



TRACY RHODES



HEIDI RHYS



KARI RICHEY



CHRISTY RICHMAN



CRAIG & MARY **ROBBINS**



JENNIFER & VERON **ROBERTS**



SHAWN & AMANDA **ROBERTS**



JAMES & KELLY ROBISON



MICHAEL & TRACIE ROESBERY



BRITTANY ROSCHECK



MICHAEL ROTHSCHILD



ANDREW & MINDY ROWSER



DR. ISABELLE ROY



BECKI RUH



RITA RUNNELS



JOANNA RUSLING



CHRISTINE RUSSELL



IOAN & DELIA RUSU



DR. ANDREA RYAN



JESSICA RYAN



KARI RYAN



KATRINA RYAN



JOANNA SACCO



TSAI SAIAN & HSIAO FEN TSENG



ERIC & GALE SANDGREN



RUI & JEANA SANTOS



CLAUDIA SAPUTO



STACEY SARROS



MISA SASAMOTO



KATIE & CARLYLE **SCHOMBERG**



DENA SCHULTZ



SARAH SCHUMACHER



DENISE SCHWENDEMAN



JENNIFER & CHANCE SCOGGINS



BROOKE SCOTT



JUDITH SEARS



TERRI SELDON



MAGALI SERMONDADE



YI MIN SHAO



WENDY SHATTUCK



HELEN & MARK SHAW



KEVIN & KESHIA SHEETS



SHIH TSENG SHENGHUI



EUN YEONG SHIN



LARRY & NIKKI SHORTS



HUA LIN SHOU & MIN JUNG KUAN



KIMBALL & YUKO SHUTE



ROBYN SIMON



KELSEY SIMS



RACHEL & SCOTT SIROTA



MARY SISTI



BRIAN & ELIZABETH SKAUG



KIM & DARREN SMADIS



TOM & ERIN SMEIGH



DRS. JORDAN & TRACEY SMITH



KALI SMITH



LANA & KIRK SMITH



JENNIFER SNELL



ROBERT & SHARLA SNOW



JOE & LAURA SOHN



CALEA & KEVIN **SOUTER**



BEN & ASHLEY SROKOSZ



ALICIA & JASON **STEPHENS**



DAVE & CALLIE STEUER



JULIE STOESZ



VICTORIA STRELNIKOVA



BEN & JESS STRIDE



HANYI SU & CHIHFAN HUANG



SHENG HAO SU



YEN TING SU



JUAN CARLOS SUÁREZ & ARACELI VALENCIA



DR. MARA SUSSMAN



JEREMIAH & BETHANY **SWEET**



SAMUEL & MELISSA TAEU



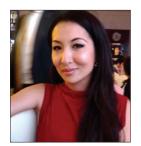
HIROE TAKAHASHI



TOMOMI TAKAHASHI



CHIEKO TAKEKAWA



CAROL TAN



NAOKO TANAKA



JOY TARPLEY



MICHELLE & SCOTT **TEASE**



CRISTINA TEIXEIRA



JOE & ANNE TETZLAFF



PAULINE TEY



PRAMELA THIAGESAN



ALICIA THOMAS



DR. LYNN THOMPSON



PER THOMSEN & **ELIN HEMNES**



DAN & AMY THYNG



TYLER & KRISTIN **TIGGES**



LINDA TILLEY



BILL & ERLEEN TILTON



MICHAEL & JEN TOMAZINCIC



GLENN & JESSICA TRAVIS



STEPHEN & YVONNE **TSAI**



FANG CHING TSAO



TSAI TING TSO



KARI TURNER



PHILLIPA TYLDSLEY



CAITLIN TYNER



RYAN & MELISSA VALLELUNGA



ANNET VAN DORSSER



SHANDA & JEREMY VANDENBARK



JODI & AARON VANDERSTAAY



ANNA VASKOVA-MOTYLIK



CHAD & ESTHER VERMILLION



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CARRIE VITT



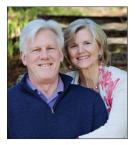
MAJA VODEB BECIC



BROOKE VREEMAN



SERGEY VSEKHSVYATSKIY



CATHI & BOB WAALKES



CHERYL & ALAN WAELBROECK



DAVE & KATE WAGNER



TARA & JUSTIN WAGNER



REAGAN & HEATHER WAGONER



CHAD & SUSIE WALBY



LORINDA WALKER



AMANDA WALLJASPER-TATE



BRENT & JENNY WALSH



ERIC & SANDRA WANG



HUI TZU WANG



TIENH SIUNG WANG & HSIU CHI LIN



MICHELLE WARD



BEN & MEGAN WARDEN



JESSICA WARNER



MOLLY WASTNEY



DANYEL WATERS



LANE & ANGELA WATKINS



HENNA WATSON



DANA & DAVID WATTS



ELISABETH WATTS



TODD & JODI WEAVER



ROGER WEBB



CHENG HSIU WEI



JULIE WEINBERG & MEREDITH KELLY



THORSTEN WEISS



KAREN WELCH



LI HSIU WEN



LIN CHIAO WEN



LIU WENHUI



SHAUNA WETENKAMP



AARON & DR. RACHEL WHALEY



MICHELLE WHITE



HAYLEY & BEN WIESE



ALANA & KYLE WILSON



ROB & MELISSA WILSON



JULIE WINDER



MEGAN WINFREY



CAROLYN WISEMAN



DANELLE WOLFORD



JOHN & CHRISTINA WOMBLE



MARK & TINA WONG



NEAL WONG & LISA NAKAMURA



MELISSA WOOD



VANESSA WOOZLEY



KRISTIN WORLEY



JOHN & JESSICA WRIGHT



CHIA JUNG WU



MEI HUNG WU



TUNG HAN WU



JOEY & CACHAY WYSON



JOSHUA ANG DUN XIN



XU KE XIN



YUKO YAGUCHI



MIDORI YAMAGUCHI



MIKI YAMASHITA



HIROKO YAMAZAKI



DING YAN



JENNIFER YATES



WINNY YEOH



CHANG CHING YIN



CHANG LING YING



SU CHIN YING



LIM BEE YONG



ELENA YORDAN



ELIZA & SHANE YOSHIDA



FUMIKO YOSHIMOTO



MIHO YOSHIMURA



YASUNORI YOSHIMURA



ATSUKO YOSHITOMI



TERUMI YUASA



JOHN & DEBBIE YOUNGGREN



SANG MOK YUN



SHERRY ZAK



KRISTI ZASTROW



REBEKAH & JOE ZELENKA



GARY ZHOU & LAURA WANG



SCOTT & LISA ZIMMER



CHRYSTELLE ZIMMERMAN



ELISABETH ZOTLÖTERER



ANKA ZURA

DIAMONDS NOT PICTURED:

WEI-CHEN CHEN & HSIU-MIN HUANG

NICULINA GHEORGHITA GEORGE JR. KLEINSASSER

HERBERT TAI CHIU LEUNG ELIEZER MAGALHAES MAIA

BENKOVICS NORBERT & REVESZ TIMEA



PENÉLOPE ABOITES



YOUNG HO AHN



CARLOS ALCANTARA



ALLISON ALEXANDER



AMANDA ALFARO



LACEY ALLEN-DURAN



DIANA ALWARD



KATCHIE ANANDA



JANEL ANDERSEN



CAROLYN ANDERSON



LINDIE ANDERSON



RODRIGO ANDRADE



KELLY ANDREWS



PAULA ANTONINI



JIMMY & ANGELA ATKIN



ROBYN ATTICKS



ROBERT & KELLEY AUGI



ELIZABETH BAGWELL



AUDRA & BRIAN BAILEY



ARTJOM & ANJA BAJDAK



SUSANN BAKKEN



BAKTY & TAMAZEEN BARBER



SARAH BARBER



JEFF & TAMARAH BARTMESS



JAYNA BAUER



BRADEN & CAMILLE BAWCOM



LUKE & JESSICA BEAVER



HEIDI BECK



JERRY & AIMEE BECK



DONGCHOL & SOON BYUNG BEH



PAUL & LISA BERGMAN



MARIE & HARLAN BERWALD



JENNIFER BEST



RICARDA BICHELS



ELIZABETH BILLS



ALEESHA BIRCH



CHERIE BIRKS



SARAH & CRIS BLAIR



SUZANNE BLALOCK



PILITA BLANCHARD



SARAH BLAND-HALULKO



BROOKE BLANKENSHIP



NIKKI BLANTON



NICOLE BLUNDELL



ZOLTÁN BOKROSSY & ZSUZSANNA BOKROSSYNÉ PÁSZTOR



RUTHI BOSCO



MARK & REBECCA BOTTS



JONI BRADLEY



ANISSA BRAUNEIS



AMELIA BREEDEN



PATRICK & KATHRYN BROWN



THERESA BROWN



EMILIA BRUCH NEMCOVA



KYLIE BUCICH



TONI BUNTING



DANIELA BURLACU



DEBBIE BURNS



JARED & REBECCA BURT



JOHN & LAUREN BUSCH



CLAUDIA CALDERON



KATE CALLAGHAN



NOELLE CAMPBELL



BRIAN & CHRISSY CARR



JONATHAN & AMY CARVER



AMY CASSEDY



MAJA CEBASEK



SANDRA CERVANTES MONTENEGRO



SHIN TING CHANG



YI TING CHANG



NICOLE CHASE



YVONNE CHEAH



FEI NI CHEN



TSAI YING CHEN



BRYAN CHEW



LUO YU CHI



ANGELA CHILDS



DR. TAN KUI CHIN



TERPSY CHRISTOU



JESSICA & NIC CLARK



SIMONE CLOAKE





DANIEL & ANGELIA **CREWS**



BRANDI CROSBY



KIRSTEN CRUZEN



SHANNON CUTTING



SIGRUN CZECH



ERIN D'INTINO



HEATHER DAHLSTROM



PAULETTE DAVIS



SOFIA DE HOYOS CORREA



SARAH DEGROFF



DIANNE DELREYES



ALEXANDRE & ANA PAULA SORRENTINO DELVAUX



NANCY DESJARDINS



VERONIQUE DION



JOANNE DISSANAYAKE



JEMMA DOAK



SUSAN DYESS



BLAKE & JESSICA EASTER



SAMANTHA EBEL-BROWN



GINNY EDMUNDS



JESSICA EDSTROM



MARIAN EDVARDSEN



ANDREW & BROOKE ELIA



FLORENCIA ELIAS



MICHELLE ELSTRO



JOEL & FAY EPPS



LINDSAY ESPARZA



JEAN & ARIADNE ESTEVES



GILDA ESTRADA CARRANZA



CARLA FAHEY



JANE FALCONBRIDGE



DIANA FALLENA ZONANA



DAWN FARRIS



KIMBERLY FARROW



RINDY FENLON



SCOTT & BETH FENTON



SHARON FILA



GINGER FISHER



TERRY & LEAH FISHER



HAYLEY FLEMING



DENIS & TANYA FOGEL



DMITRII & LARISA FOGEL



DENISE FORD



DR. BRADLEY & ALANNA FRANKLIN



KELLY & DEVAUGHN FRASER



MARCIA FRIACA



PAUL & STEPHANIE FRITZ



KRYSTLE GALLARD



PABLO GARCIA DE ALBA HERNANDEZ & TANIA MONTEMAYOR GONZALEZ



DAREN & CRYSTELLE GATES



SUE GAVEL



NATHAN & JOANNA **GEIGLEY**



ALLISON GERRY



JULIE & SCOTT GETTY



FREDRICK & ERIN **GILES**



KRISTANN GILLIES



BELINDA GINTER



KARLA GLEASON



OLGA GODDARD



DANA GOLDONI



CARMEN GOLDSTEIN



ABIGAIL GONZALES



LUCY GONZALES-ROMERO



MAYRA GONZALEZ



CRISTINA ELENA GONZÁLEZ CUEVAS Y LÓPEZ



MONICA BIANCA **GOREA**



PAMELA GORGICHUK



SARAH-JADE GRAHAM



HELENE GRAZIANO



LEON GREEN



BROOK GRIFFIN



GRIFFIN **GUNDERSON**



MELISSA GUTHRIE



DANIEL HAMILTON



GRACIE HAMMER



CHAD & MEGAN HAMMONDS



CLIFF & PJ HANKS



DINAH HANSEN



GIADA HANSEN



MOANA & MATTHIAS HARDER



CURTIS HARDING



STACEY HART



JALISSA HARTGRAVE



LOTUS HARTLEY



KRISTINE HAUCK



JODY & SHEENA HAWKS



LAUREN HAYDEN



MIRANDA HEBERT



NICOLE HEPP



BREANNE & ERIC HESS



ELIZABETH HESSE



STEPHNE HILGENDORF



FAITH HILL



STEPHANIE & JASON HILL



PAULA HOBSON



CASSIDY & ADAM HOLDSWORTH



KYLA HOLT



CAROL HOLTZ



BRENT & ANNIE HONE



HANNAH HORTON



JACQUELINE **HOWELLS**



HO CHUAN HSIEH



STEVENSON HSIUNG



CHING WEN HUANG



LAURA HUGHES



JENNI HULBURT



ART & ELANE **HUPRICH**



ANA LUCIA HURTADO SANCHEZ



DEBORAH HUSBANDS



DR. KEVIN HUTTER



JENNIFER INCHIOSTRO



CHARLOTTE IRAGABA



YUKI ISHIDA



KOUJI ISHIHARA



RELEAF ISMAIL



CAROLINE JACKSON



LINDSEY JAFFERALI



JANE JAGLOWSKI



CHUN HWA JEOUN



ALICEN JOHNSON



ERIN JOHNSON



LESLIE JOHNSON



MELISSA & PAUL **JOHNSON**



NANCY JOHNSON



LAURA JONES



RACHEL JONES



CHIAO EN JUAN



APRIL JUHLKE



IN SEO JUNG



BRITT JEANE KALGRAFF



KRISTOFFER KALGRAFF



SANDY KALISCH



LEAH KARRATTI



KANJI KATAGIRI



TOMOKO KATAISHI



YOKO KAWAI



KRISTA KEHOE





TRACY KEOUGH



LEE ENG KIAT



CHANGSIL KIM



REBECCA KIM



TOM & ROMMY KIRBY



JESSICA KIRKEGARD



CHRIS & GARY KIRSCHBAUM



LINDSAY KNAPP



CHELSEA KOLICH



MEGUMI KONO



JANELLE KOTTELENBERG



SONJA KRAINZ



TIFFIN KREGER-BRYANT



ABBY KRUSE



SPENCER & RETA KUHN



GEORGE & HILLARY LAMAY



DR KELLIE LANCASTER



GARRISON & CINDY LANDES



SUSIE LARSON



SCOTT & JESSICA LAWSON



CECIL & LIANA LEE



CHUCK & CHRISTINA LEROSE



ERIN LEVEAUX



DR. DANIEL & KATIE LEVERENZ



CHAO HSIEN LI



JACKI LIM



CHING LIN



YU TUNG LIN



YU YU LIN



LEE HUI LING



BILIANA IOVANCA LIUBIMIRESCU



TRACY LOFBERG



JEN & JEFFREY LONG



JENNIFER LONGMORE



BRANDA WONG OI LOO



ANA SOFIA LOPEZ RUIZ



HEIDI LUEKENGA



GERALDINE LUK



LISA LUKE



ADELE LURIE



EMMA-JANE LUSH



NICCI LYNN



SHANNON MACY



ILIA FILIMON MALINA



KARLENE MARKHAM



BERNY & JANET MARQUEZ



RICK & EMILY MARTIN



CRIS & PATTY MARTINEZ



NORMA ARIADNA MARTINEZ ARRIAGA



BRENDA MARTINEZ NEGRETE SCHULTZ



KEIKO MARUTANI



JOHN & PATTI MASON



MARI MATSUURA



SUSUMU MATSUZAKI



DAVID & HOLLY MAYS



KELLY MCBRIDE



COLLEEN MCCARTNEY



REBECCA MCCRUDDEN



ASHLEY MCDONALD



MARY MCGARRY



AMY MCKINLEY



HEATHER MCKINNEY



LISA MECKLE



CHEN HUI MEI



BRAD & ANGELA MELTON



DR. ALLIE & DAVE MENDELSON



WENDY MENDOZA



KELI MESSERLY



JIMMY & DEIDRA MEYER-HAGER



LUCIA MEZZOMONACO



FANNY MILLÁN DE LEÓN



BRANDON & MELISSA MILLER



MICHELE MILLER



LIA MILOUSIS



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CYNTHIA MIZRAHI



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HIROKO NAGATOMO



KATELYN NEIL



STACY NEWFELD



FEEBEE & KEVIN NEWLANDS



MEGAN NEWMANS



RAY & LAUREN NEWSOM



CORY & STEPHANIE NEWTON



JENNIE & MATTHEW NICASTRO



YOSHIFUSA NISHIDA



CHIKAKO NISHIMIZU



MIYUKI NOGUCHI



MARIA NYVOLD



HEATHER O'MEARA



SANG MI OH



MARIKO OHTA



KAORI OKAMURA



WADE & KRISTIE OLSEN



ANDREA OWEN



TERRI PACE



MARCO ANTONIO PAEZ ARGUETA



RAYMOND PAN



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PAM PARKINSON



KIM PAURO

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JAMES & CHRISTINE PAYNE



KYLE & KATEE PAYNE



ZSOLT PELESKEI & CSABA CZAKÓ



BRUCE & REBECCA



WHITNEY PICKERING



FOO SIEW PING



JESSIE PINKERTON



LAURA & STEVIE PINOCCHIO



BRITT PIRTLE



BERNARDO IVAN PONCE SOBREVILLA & MARIA FABIOLA MOCTEZUMA MEDINA



LAURA PORTER



TRACI POWELL



ALLISON PREISS



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SHERRI PRICE & MITZI **BYBEE**



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CARLA ANDREA QUIROZ MORENO



ELMA ESTELA RABAGO HERNÁNDEZ



KATIE RAGSDALE



JANET RAMER



KERRI RAMIREZ



LUCIANA RANGEL DE PAZ





MARITA REINHOLDTSEN



SUSAN REIS



BARBARA REMPEL & SIDNEY BRYANT



MILTON & TIFFANY REPSHER



IRENE REVOREDO



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LINDSEY ROBB



JESSICA ROBERTS



ROSALIE ROBERTSON



CHANTAL ROELOFS



ADRIANA ROGERS



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CORT & KARLI ROSZELL



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JOHN & JENNIFER SORENSEN



THERESA SOUCY



RENE SPALEK



TAMMY STEUBER



DAMON & PRISCILLA STEWART



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PHIL & LEEANN STORK



ELENA STOYANOVA



COLLEEN STRONG



TARYN STRONG



HSIANG YUN SU



YU-SHOU SU



GUILLERMO SUÁREZ & IVONNE PAEZ



KELLY SULLIVAN



SUMMERHAYS



JENNIFER SUN



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BEC SWEENEY



YOKO TAKAKU



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EVAN & ADRIENNE THOMAS



ELIZABETH THOMPSON



KRISTEN & ADAM THORNTON



PATTI TINHOLT



SAVVY SIMON TOMER



ANI TOROSYAN



ALICIA TORRES GEARY



MATT & ALISHA TRASK



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MICHELE WRAGG



YI TE WU



YU CHI WU



HUI ZHI XIE



ALISON YEO



LIEW CHAN YIN



MICHELLE YONG



SAVA SAVOV



YOUNG SUL YOU



NEIL & KAREN YOUNG



YUHSIN YSUN



LI HUNG YU



NATASHA ZORN

PLATINUMS NOT PICTURED:

RÁCZ BARBARA SHU NING CHANG TAN LUI CHEUNG ADRYAN DUPRE HONG GAO CHRISTINA GARDNER MATEI-DANIEL GHEORGHITA HSIEH HSI HSUN LIN KUN HUI YOUYING JIANG WEI YUN LING MÓNIKA MIHÁLYI MIRON & ANGELICA MIHAELA MOGA MADALINA RALUCA NITU FRANCISCO RODRIGUEZ ANNA & PAVEL RTISHCHEV JANA SLACHTOVA

LIN CHIA TING WU CHIA YING PETERSON BAOSHENG ZHOU

RECOGNITION IS BASED ON THE HIGHEST RANK REACHED TWO TIMES IN THE PREVIOUS SIX MONTHS. RECOGNITION IS CURRENT AS OF MARCH 2019.

Notes	

Notes	

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