New Presidential Diamond – 4
Henriette Kalgraff

Operation Diamond Club–36
Propel Your Business to the Next Level
cover stories

4 NEW PRESIDENTIAL DIAMOND
Henriette Kalgraff

6 NEW PRESIDENTIAL DIAMONDS
Kimberley & Steve Milousis

DIAMOND FEATURES

8 SHERRIE FERRELL
Smart Enough

10 MICHELLE & SCOTT TEASE
The Glass Is Half Full—and It’s Refillable

12 KAYLA MONSON
Creating Magic

14 REBECCA IFFLAND
In the Business of Building Character

16 VAL LEIGHTON & DARYL TREMBATH
Making Lemonade out of Lemons

18 JULIE PREAS
The Shift

20 CLAUDIA BLUMENTHAL
Regaining Purpose through Passion

22 TONY & DONETTE JOHNSON
Believe in Yourself

ARTICLE

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

MARY & CRAIG ROBBINS
Coaching from Regular Folks

JESSICA KUIKEN
Moving Forward Without Excuses

KATRINA & MATTHEW POTTER
Flourishing as Yourself

CHRISTINE RUSSELL
A Massive Mission

MISSY & JOSIAH PRECOURT
Working Out of Love

JOLYNN & BRAD JONES
Sparking Change

CATHERINE & KYLE CARRIGAN
Staying Committed to the Process

DR. PATRICK & JILL KEIRAN
Health and Humanity

JOANNA SACCO
Shepherds, Not Sheep

BROOKE & JEFF NIGL
You Are Perfect for this Season

NATALIE & MICHAEL DUERDEN
Polished Like a Diamond

FABIANO & ANAC MONTARROYOS
Paying the Future a Visit

dōTERRA ESSENTIAL LEADERSHIP ISSUE 38
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.
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.
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!
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 doTERRA® 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 doTERRA 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! ♦
After 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.

SMART ENOUGH

Sherrie Ferrell
MURFREESBORO, TENNESSEE, USA

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

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 self-belief. “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!”

“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
Michelle and Scott Tease
GREENVILLE, SOUTH CAROLINA, USA

The Glass Is Half Full—and It’s Refillable

Michelle 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.”
“You know your dream is real when you can’t go a day (or an hour) without thinking about it.”—Michelle Tease
Creating Magic

Each 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 dōTERRA® 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
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.”

“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

“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
Building Character

A 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!”
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 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 dōTERRA® 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.”

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“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

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 dōTERRA® 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.”

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“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
“We’re grateful that this business kept us from being on the poverty line at age 72.”—Val Leighton
Making LEMONADE out of LEMONS

Nearing 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 dōTERRA® 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. “dōTERRA 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!”

Val Leighton & Daryl Trembath

BEENLEIGH, QUEENSLAND, AUS

COACHING THROUGH LOSS

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.
Julie Preas attended her first convention as a nurse-turned-customer. 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 doTERRA® 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 Follow-ups, 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.

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Results not typical. Average earnings are less. See doTERRA Opportunity and Earnings Disclosure Summary on doterra.com.
My 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 month-to-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.
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."
Although she was unsure about the business side of dōTERRA®, 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.”

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

BELIEVE IN YOURSELF

NEW dōTERRA DIAMONDS

Donette & Tony Johnson
MOUNT VERNON, IOWA, USA

Images by Jackee Austerman Photography
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 dōTERRA 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.”

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

One day, Mary and Craig Robbins received an unexpected phone call that they’d won second place for the dōTERRA® 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 life-changing event. Craig remembers, “I asked the guy sitting next to me where he was from, how he was involved with dōTERRA, 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 others because we know it can change lives.” Craig quickly adds, “We’ve made all the mistakes, and we got lucky.”

Results not typical. Average earnings are less. See dōTERRA Opportunity and Earnings Disclosure Summary on doterra.com.
Moving Forward without excuses

Sometimes 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!”

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
“I made this business my solace instead of my excuse. Many people blame their business for when things aren’t going right. Instead of blaming, I knew this business helped me through all this, moving me forward to create the life I wanted. I never ever put anything on the business that wasn’t the business’s fault.”—Jessica Kuiken
Katrina & Matthew Potter

BRIDGEPORT, NEW YORK, USA

Flourishing as Yourself

"I 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 judgment, 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 onto. 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
LEARN THE LESSONS
“There is always a lesson, and when you approach each obstacle or struggle with an intention of learning that lesson, it allows for wisdom in focusing on the positive.”

BEGIN EACH DAY WITH A “BODY SCAN”
“This is an opportunity to close your eyes and mentally scan your body to identify anything emotional or physical you’re holding on to, then work on releasing it.”

TRACK EVERYTHING YOU SPEND TIME ON
“Instead of consuming a lot of energy on the pressures you place on yourself, begin delegating. Start working with your strengths, and you will be more productive in life and your business will begin to flourish.”
Christine Russell was already well-versed 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 dōTERRA®. As she got started with dōTERRA, 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 dōTERRA 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 non-existent. 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.”

"When I wake up in the morning, I feel like the luckiest woman. I’m so grateful for my business, for the oils, and for what it means for myself and my family."—Christine Russell
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 doTERRA business. This model works. It provides me with fulfilment and freedom.”

Images by Emily Ulmer
A 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.”
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
When 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 plaque 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.”

The plaque 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 & 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.”

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

**Unheard-of Perks**

- 1-3 members of your upline can partner with dōTERRA® 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 dōTERRA?

**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)

**Diamond Club Schedule**

**Fall Season:**

- June: Qualification Month
- July 7: Application Due
- July: Preparation Month
- August–November: Travel Months

**Spring Season:**

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

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

Q&A

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.”

Results not typical. Average earnings are less. See dōTERRA Opportunity and Earnings Disclosure Summary on doterra.com.
“We are so excited and humbled to be on this journey with dōTERRA® and to help the planet one drop at a time. We know the best is yet to come.”

—Dr. Patrick & Jill Keiran
As 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 dōTERRA. 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
Long 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
LEADERS CREATE LEADERS, NOT FOLLOWERS

“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.”

JoAnna 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.”

“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.”
NEW dōTERRA DIAMONDS

Brooke & Jeff Nigl
GERMANTOWN, WISCONSIN, USA

YOU ARE PERFECT FOR THIS SEASON

Images by Calebanana Photography
When 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.”

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**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.

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<th>FEAR</th>
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Polished Like a Diamond

Natalie has always had a thing for diamonds, and she knows a lot about them. Working as a certified diamontologist in the jewelry industry for 10 years, she helped countless people choose the perfect diamond. When her sister Megan introduced her to the doTERRA® 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.

If you rewind a little bit, though, you’ll see that her road to Diamond started before she ever saw the compensation plan. Natalie was working full time and trying to stay positive, but inside she knew she wanted to stay at home with her daughters. She didn’t see a way to make that happen, so 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.
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

1. “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.”

2. “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 dōTERRA 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. dōTERRA helped me become the ‘Diamond’ I have always wanted to be.”

—Natalie & Michael Duerden

Results not typical. Average earnings are less. See dōTERRA Opportunity and Earnings Disclosure Summary on doterra.com.
“Human 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 doTERRA® 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 doTERRA 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.”
BUILDING A VALUABLE FUTURE

“Nothing of value is built overnight. To get real results, we need to be persistent and extremely consistent in our actions.”—Fabiano Montarroyos
dōTERRA®
WELLNESS ADVOCATE Recognition

TRIPLE DIAMONDS

PATRICK & ALLYSE SEDIVY

DOUBLE PRESIDENTIAL DIAMONDS

WES & HAYLEY HOBSON
DAVID & TAWNYA HSIUNG
STEVEN & MONICA HSIUNG
BOYD & SANDY TRUMAN

FOUNDER EUR
FOUNDER TWN
FOUNDER TWN
FOUNDER USA
dōTERRA® WELLNESS ADVOCATE Recognition

DOUBLE DIAMONDS

TOSHIYA & IZUMI YANAGIHARA

MATT & KELLY ANDERSON

TARA BLISS

CHRIS & KAREENA BRACKEN

ELENA BROWER

JAMES & ROXANE BYBEE

HUNG WAI CHOI

MOLLY DAYTON

PRESIDENTIAL DIAMONDS
PRESIDENTIAL DIAMONDS

CHRISTIAN OVERTON & MARK EWEN

SCOTT & RHONDA FORD

JEANETTE FRANSEN

JEFF & JEN FREY

LI & LANCE FRYLING

ROGER & TERESA HARDING

JOHN & MELYNA HARRISON

LORI & JOE HAYES

SHANE & REBECCA HINTZE

NATE & BRIANNE HOVEY

CHUN MING HSU & HSIN PEI HSIEH

CHIH JUNG HUANG & CHEN CHEN CHANG

CLAY & JESSICA IDDINGS

MATT & SARA JANSSEN

LAI JAUCHING

JOSH & SEASON JOHNSON
PRESIDENTIAL DIAMONDS

JUI CHANG JUAN & CHIA HSIU TSAI
HENRIETTE KALGRAFF
MATT & BAILEY KING
KYLE & KIERSTON KIRSCHBAUM
MIKALENA KNIGHT
WEN HUNG KUO & SHIH AN KUO
FUXIAN LI & LING LING ZHANG
GABRIEL & HOLLY LO
DAVID & HEATHER MADDER
ZACKERY & STEPHANIE MARTIN
JULENE MARTINDALE
JOSH & KEELI MARTINEZ
PRESIDENTIAL DIAMONDS

STEVE & KIMBERLEY MILOUSIS
NATE & DANA MOORE
KC & JESSICA MOULTRIE
JODI & MARK NAYLOR
ANGIE NG
ALICE NICHOLLS
SUMIKO NOBORI
RIYO OGAWA
PAUL & VANESSA JEAN BOSCARELLO OVEN
ERIC & KRISTEN PARDUE
ADHEESH PIEL & SANTOSHI STONE
GERALYN POWER & DANIEL SALOMONS
KIM REID
JESSIE REIMERS
DANIELA & FERNANDO ROMAY
GARY & KARINA SAMMONS
PRESIDENTIAL DIAMONDS

DAVE & PEGGY SMITH
RYAN & DANI SMITH
BETTY TORRES
GINA TRUMAN
MELODY & WALTER WATTS
CHRISTIAN & JILL WINGER
DANIEL & AMY WONG
KEVIN & NATALIE WYSOCKI
PEI CHI YI
SUN ZHONG & XI FUCHUN
BLUE DIAMONDS

JAMES & TANYA COTTERELL
VERN & JENNY CRAWFORD
STEVE & GINNA CROSS
DANIELLE DANIEL
VICTOR & AMANDA DARQUEA

LEONIE DAWSON
FRED & CARRIE DONEGAN
MARK & LINDSEY ELLIOTT
SHAYE & STUART ELLIOTT
DAVID & JULIANNE ELLIS

CAROLYN ERICKSON
KEITH & SPRING ESTEPPE
EM FALCONBRIDGE
DAMIAN & JENNA FANTE
TIM & BECKIE FARRANT

CHRISTY & ANDREW FECHSER
YI I FENG
YUWEI FENG
DALE & TONYA FERGUSON
ARIN & GABE FUGATE

CHIHO FUJIWARA
LOUIS FUSILIER & MONICA GOODSELL
MYLÈNE GAGNON
AL & MAUREEN GARCIA
ANDY & MISSY GARCIA
BLUE DIAMONDS

PO HSUIU LIN & FANG SU KUAN
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
AARON & TONYA MCBRIDE
TONY & AIMEE MCCLELLAN
BLUE DIAMONDS

JEANNE MCMURRY
ROGER & CAROL-ANN MENDOZA
PRISCILLA & JERRY MESSMER
BECKY METHENY
DAVID & TAMMY MILLER
JUSTIN & ASHLEE MILLER
ANAC & FABIANO MONTARROYOS
MICHAEL & MELISSA MORGNER
JARED & NICOLE MOULTRIE
LAM YEE MUN & STANLEY HO
HOWARD NAKATA
ROSIE NERNEY
DR. MARTHA NESSLER
JONATHAN & DEANNA NICHOLS
DR. ZIA & KY NIX
MITSUKO NOMIYA
JEFF & CRYSTAL NYMAN
NATHAN & JENNI OATES
RICHARD & JENNIFER OLDHAM
DR. JOHN & HEATHER PATENAude
HOLLY PAURO
CHRISTINA PETERS & MICHELLE MCVANEY
MARCO & SABRINA PETROLLINI
BETH & RYAN PHILLIPS
LASSEN PHOENIX & BRYAN HUDDLESTON
dōTERRA® WELLNESS ADVOCATE Recognition

BLUE DIAMONDS

DAVID & VICTORIA PLEKENPOL

AUBREY & BOBBY PRUNEDA

CLAIRE PULLINEN

SABINE & MATTHIAS QUARITSCH

PATRICIA QUIROZ RIOS

JENNA & ANDREW RAMMELL

ROD & JEN RICHARDSON

WINDI & SAMUEL RIFANBURG

BURKE & NATALIE RIGBY

ADAM & NISHA RIGGS

SETH & JENNY RISENMAY

FRANK & JACQUELINE RITZ

AUDRA ROBINSON

JUDY RUSHING

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JOSIE SCHMIDT

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NAT ASCHWITZER

TJASA SERCER

JEFF & DIANE SHEPHARD

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FOUNDER CAN

FOUNDER EUR

FOUNDER MEX
BLUE DIAMONDS

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KAROLY & REKA VACZY
SHANE & KRISTIN VAN WEY
CIERRA & TANNER VANDERPOL
MICHAEL & SARAH VANSTEENKISTE

EDDIE & ANGELA VILLA
JOEL & SHERRI VREEMAN
HEATHER & AARON WADE
KENNY & STEPHANIE WAHLBERG
CHARLES & HELEN WANG

WENDY WANG
AMY & CHARLIE WIDMER
JOHN & KALLI WILSON
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

DIAMONDS

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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DIAMONDS

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
MIRIAM ADA COMANICIU
MATTHEW & AMIEE CONNER
SHANE & CAREN CONSTABLE

FOUNDER USA
FOUNDER EUR
FOUNDER CAN
FOUNDER NZL
dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS

KASHMIRA DIVINE  JEREMY & HOLLY DIXON  ANGELA DODGE  ERICA DOLAN  BONNIE DONAHUE

JENNIFER DONOVAN  KARINE DOSTIE  CURT & TONIA DOUSSETT  COURTNEY DOW  VICKI DRENNAN

ROGER & EMMANUELLE DUCE  MICHAEL & NATALIE DUERDEN  DAVE & LIZ EATON  CHOK SIN EE  LORRAINE ELJUGA

ROSALIE ELLIOTT  SAYAKA ENDOU  DENNIS & MARY ENGLERT  DR. MELISSA & EVAN ESGUERRA  PAOLA & SILVANO ESPÍNDOLA
dōTERRA WELLNESS ADVOCATE Recognition

DIAMONDS

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
STAN & PHYLLIS GOODSON

FOUNDER NZL
FOUNDER MEX
FOUNDER MEX
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
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DIAMONDS

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
DIAMONDS

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
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DIAMONDS

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
FOUNDER KOR
BOO KYUNG IM
CHE MYLING IM
FOUNDER CAN
CYNTHIA INCZE
DR. DAN & KELLY IRIZARRY
JACKIE ISLES
dōTERRA WELNESS ADVOCATE Recognition

DIAMONDS

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
KENT KIRIYAMA
DIAMONDS

JESSICA HERZBERG KLINGBAUM
DR. SEAN & WENDI KOHLER
MICHIO 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
dōTERRA WELLNESS ADVOCATE Recognition

DIAMONDS

KYUNG MI LEE
DIANE LEFRANDT & JESSICA SMUIN
VAL LEIGHTON & DARYL TREMBATH
ARLA LEINS
JASMINE LEMOYNE
REBECCA LEONARDI
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
dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS

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
dōTERRA® WELLNESS ADVOCATE Recognition

DIAMONDS

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
KELiJ & EMiKO OKUYAMA
ALLEN & BROOKE OLIVER
JOHN & AMANDA OLSEN
dōTERRA ESSENTIAL LEADERSHIP I MAY / JUNE 2019

WELLNESS ADVOCATE Recognition

DIAMONDS

IOAN & DELIA RUSU
DR. ANDREA RYAN
JESSICA RYAN
KARI RYAN
KATRINA RYAN

JOANNA SACCO
TSAI SAIJAN & 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 SCOOGINS
BROOKE SCOTT
JUDITH SEARS
TERRI SELDON
dōTERRA® WELLNESS ADVOCATE Recognition

**DIAMONDS**

ALICIA & JASON STEPHENS

HANYI SU & CHIHFAN HUANG

JEREMIAH & BETHANY SWEET

CAROL TAN

DAVE & CALLIE STEUER

SHENG HAO SU

SAMUEL & MELISSA TAEU

NAOKO TANAKA

JULIE STOESZ

YEN TING SU

HIROE TAHASHI

JOY TARPLEY

VICTORIA STRELNIKOVA

JUAN CARLOS SUÁREZ & ARACELI VALENCIA

TOMOMI TAHASHI

MICHELLE & SCOTT TEASE

BEN & JESS STRIDE

DR. MARA SUSSMAN

CHIEKO TAKEKAWA

CRISTINA TEIXEIRA
dōTERRA ESSENTIAL LEADERSHIP  I  MAY / JUNE 2019

WELLNESS ADVOCATE Recognition

**DIAMONDS**

ALAYNE VICKERS

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 SILING WANG & HSIU CHI LIN

MICHELLE WARD

BEN & MEGAN WARDEN

JESSICA WARNER
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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
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YOUNG HO AHN  FOUNDER KOR
CARLOS ALCANTARA  FOUNDER MEX
ALLISON ALEXANDER  FOUNDER MEX
AMANDA ALFARO  FOUNDER MEX
LACEY ALLEN-DURAN

DIANA ALWARD
KATCHIE ANANDA
JANEL ANDERSEN
CAROLYN ANDERSON
LINDIE ANDERSON
RODRIGO ANDRADE

KELLY ANDREWS
PAULA ANTONINI
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ROBYN ATTICKS
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SUSANN BAKKEN
BAKTY & TAMAZEEN BARBER
SARAH BARBER
JEFF & TAMARAH BARTMESS

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BRADEN & CAMILLE BAWCOM
LUKE & JESSICA BEAVER
HEIDI BECK
JERRY & AIMEE BECK
DONGCHOL & SOON BYUNG BEH

FOUNDER MEX
FOUNDER KOR
FOUNDER MEX
FOUNDER MEX
FOUNDER MEX
FOUNDER KOR
PLATINUMS

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SHIN TING CHANG
YI TING CHANG
NICOLE CHASE
YVONNE CHEAH
FEI NI CHEN
TSAI YING CHEN
FOUNDER MAL & SGP
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CHIAO EN JUAN  
APRIL JUHLKE  
IN SEO JUNG

BRITT JEANE KALGRAFF  
KRISTOFFER KALGRAFF  
SANDY KALISCH  
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KANJI KATAGIRI  
TOMOKO KATAISHI

YOKO KAWAI  
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TRACY KEOUGH  
LEE ENG KIAT  
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REBECCA KIM  
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LINDSAY KNAPP  
CHELSEA KOLICH
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KELI MESSERLY
JIMMY & DEIDRA MEYER-HAGER

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FOUNDER MEX
FANNY MILLÁN DE LEÓN
BRANDON & MELISSA MILLER
MICHELE MILLER
LIA MILOUSIS
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KYLE & KATEE PAYNE
ZSOLT PELESKEI & CSABA CZAKÓ
BRUCE & REBECCA PETERSON
WHITNEY PICKERING
FOO SIEW PING

JESSIE PINKERTON
LAURA & STEVIE PINOCCHIO
BRITT PIRTLE
BERNARDO MANFONCE, SOBRELLA & MARA FABOLA MOCTEZUMA MEDINA
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TRACI POWELL

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BARBARA REMPEL & SIDNEY BRYANT
MILTON & TIFFANY REPShER
IRENE REVOREDO
DR. LAURA RICCI
PLATINUMS

SUSAN SHAW  AMANDA SILICH  ELENA SIMMONS  CARRIE SKLUZAK  DIANNA SMITH  HEIDI & JARED SMITH  JESÚS ISRAEL SOLIS & GABRIELA SANCHEZ SUAREZ  JOHN & JENNIFER SORENSEN  THERESA SOUCY  RENE SPALEK  TAMMY STEUBER  DAMON & PRISCILLA STEWART  WADE & CHRISTINE STOLWORTHY  AARON & AMY STORBECK  PHIL & LEEANN STORK  ELENA STOYANOVA  COLLEEN STRONG  TARYN STRONG  HSIANG YUN SU  YU-SHOU SU  GUILLERMO SUÁREZ & IVONNE PAEZ  KELLY SULLIVAN  SHEILA SUMMERHAYS  JENNIFER SUN  SHARLENE SUTTAR  ELIZABETH SVENSSON  BEC SWEENEY  YOKO TAKAKU  SEH YONG TAN  KELLY TAYLOR
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PLATINUMS

HIROMI & SHIGEO WATANABE
ZACH & KELSEY WATSON
ASHLYN FILA WELCH
JESSICA WEST
RICHARD & HEIDI WEYLAND
RANDY & SUMMER WHELCHEL

JESS WHITE
EMILI & DALLON WHITNEY
LORI WILLIAMS
LINSEY & ERIK WILT
FRED & MARTI WINKLER
CLARA WISNER

KYLIE WITHERDEN
AI SCEZ WOON
JO WORRALL
MICHELE WRRAGG
YI TE WU
YU CHI WU

HUI ZHI XIE
ALISON YEO
LIEW CHAN YIN
MICHELLE YONG
DANIELA YORDANOVA & SAVA SAVOV
YOUNG SUL YOU

NEIL & KAREN YOUNG
YUHSIN YSUN
LI-HUNG YU
NATASHA ZORN
# PLATINUMS

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Recognition is based on the highest rank reached two times in the previous six months. Recognition is current as of March 2019.
Now released bimonthly (every two months).
New Diamonds and Presidential Diamonds qualify to be recognized in an article by reaching their rank three times in 12 months.
All ranks Platinum and above qualify for the recognition pages by reaching their rank two times in six months.

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