

LEADERSHIP



New Presidential Diamond—4

Steven & Monica Hsiung

Empowered Success Podcast—18

Celebrate Diamond Club Grand Prize Winners—34

Jose Linares & Rachelle Nadeau

cover stories

4 NEW PRESIDENTIAL DIAMONDS
Steven & Monica Hsiung

6 NEW PRESIDENTIAL DIAMONDS
Lori & Joe Hayes



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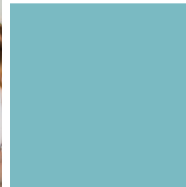
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Congratulations on Reaching Presidential Diamond

Steven & Monica Hsiung

TAIWAN

How has this business changed your life?

We were very lucky that we chose dōTERRA because it possesses a fine culture and products of excellent quality. When you get to know this business, you will find yourself doing this for a good cause. dōTERRA creates opportunities for us to help people in need and derive our self-worth.

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

The key to reaching Presidential Diamond is to follow company strategy thoroughly. You learn from other people's successful experience instead of using the methods you are used to. We were both very experienced and professional in



"On the path to Presidential Diamond, we are constantly exposed to new knowledge of essential oils and innovative ideas; as a result, we have to understand and experience the products ourselves so that we can share with and coach others. As a leader, if you practice what you preach, you will find yourself turning a stumbling block into a stepping stone."—Steven Hsiung



the aromatherapy industry—we thought we knew essential oils very well. After we started our dōTERRA business, though, we realized there was much to learn and much treasure for us to hunt. We started taking essential oil lessons from dōTERRA and learned everything from the very beginning.

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

A successful career requires devotion from both sides of a married couple. We bring our skills and talents into full play and deliver high levels of business performance. For us, I am in charge of operation and Monica focuses on essential oil lessons.

Monica plays an important role in our career. She started from knowing nothing about essential oils, so she put a lot of effort into translating related information, taking notes, attending seminars, and getting certifications. Monica has shared her knowledge of essential oils selflessly and also applied her knowledge to product training sessions. She wants to draw people closer to essential oils so that everyone will get to know the benefit of essential oils.

Monica and I have great teamwork; while I am in charge of business development in each city, Monica takes care of after-sales service and education sessions for team members. We have sessions every week: every Tuesday and Wednesday is an essential oils sharing session, Thursday is an online education session, Friday is a training session with dōTERRA, and Saturday is for meetings.

If you work alone, you will have to make good use of team resources so that you will be more productive. We have made it a habit to read every day and share information regarding essential oils and dōTERRA news and updates with our team members, thus providing inspiration to the whole team.

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

It takes great effort to balance family and business; however, because Monica and I share the same goal and our children are understanding, it's easier to achieve our dream. Both of us reached a consensus that we need to have great teamwork when it comes to business and family. When our children need us, we make time for them. Generally speaking, Monica spends more time with our children; however, when our business partners need Monica, I am the one who takes care of the kids. Our children are all currently studying abroad, so the whole family makes time for each other by having at least one video chat each week in order to bond.

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?

How can we show our partners a bright future if we, as team leaders, aren't able to achieve our goal? We have been leading many partners during this whole time; we push forward to reach our goal and make new records so that we can show our partners if we can do it, they can also achieve their goal. For us, there is no end. There is always a new goal awaiting us to fulfill and conquer. 💧



Congratulations on Reaching Presidential Diamond

Lori & Joe Hayes

ATLANTA, GEORGIA, USA



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

One of the biggest hurdles was getting past Diamond! I promoted through the ranks very quickly and saw lots of success fast. I was still seeing lots of success as my team was still growing quickly—my rank just wasn't following suit. I

wanted to be a Blue Diamond not only for me but also for my team. However, I still had some personal growth to do.

Those three years lead me to the biggest growth and shift in mindset that I've ever experienced. I learned to not let negativity or criticisms from others take me down for several days. Releasing that power over me was a game changer in

“Be consistent. That is the number one thing I teach. Inconsistency is what stalls most builders. People want to do business with people they know, like, and trust. When you are inconsistent, trust isn’t solid, and that affects your entire business.”—Lori Hayes

my business. I also started getting over my fear of being seen. Strange coming from a Presidential Diamond, I know, but I've been able to grow a successful business without doing Facebook lives and such. I started being more vulnerable in my builder group, which freed my leaders to do the same.

During that time frame in Diamond, I learned to be a better coach and mentor. I mastered asking questions and really listening to whomever I was talking to. I gave them my full attention for the time we talked. They felt heard, trust was built, and we got to the root of some of the issues so their businesses grew.

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

Joe joined me in the business the month before we promoted to Presidential Diamond. Joe has always been my IT guy. He also has great intuition about who to start conversations with. He makes connections more easily than I do—he starts the conversations, and then we both meet them and enroll them.

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?

Because I reached Presidential Diamond, my team knows it can actually be done, and that has opened up other leaders to set their sights on higher ranks as well.

We choose how stressful our jobs are. I set lots of boundaries in my business around the hours I work and the hours that are family and personal time. This was important to me after losing both parents about 10 years ago. Life and time became more precious after losing several loved ones within a few years. I am very focused and intentional with the time I do work. I've actually always done this, so my complete dōTERRA® business journey has been less stressful than anything I've ever experienced.

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

First and foremost, I love what I do. It's not work when you love it so much. Next, I love changing lives. Sharing the oils or sharing mindset shifts can really change our lives. When I see



builders embrace thinking differently and suddenly their world opens up in a new way, it brings me tremendous joy. When I see builders start living out their wildest dreams, it lights me up! There are many more people who need me to share dōTERRA products with them. If not me, then who?

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

Be consistent. That is the number one thing I teach. Inconsistency is what stalls most builders. People want to do business with people they know, like, and trust. When you are inconsistent, trust isn't solid, and that affects your entire business.

Take consistent action. So many builders go into management mode and they stop taking the actions that got them to where they are today. I still do the same steps I did when I first started and that will never change!

Visualize what you want and keep it before you all the time. When I was a Blue Diamond, I had a picture of the Presidential Diamond Pin right in front of me by my computer. I visualized walking down the carpet as a Presidential Diamond. What we focus on grows, so focus on moving forward, not looking backward.

Pray over your business and your team. I ask God to show me who to serve, and as I get nudges, I act upon them. The more you act on the nudges, no matter how scary, the more nudges you notice. These nudges have helped me give and receive more blessings. 💧

Jennifer Yates

DES PLAINES, ILLINOIS, USA

Choosing Authenticity Over Addiction

Jennifer Yates walked out of the doctor's office, prescription in hand. She had a choice to make. For the better part of eight years, Jennifer silently battled a secret addiction to prescription drugs. Then 18 months sober, she was excited about a new dōTERRA® business opportunity; however, draining emotions were creeping in. Her addiction was the path of least

resistance, but she also knew there was something hopeful about becoming a Wellness Advocate. She clung to that hope. Looking at the prescription and the price tag of recurrent use, she knew she couldn't afford to fund the addiction and pay for an enrollment kit. A simple truth dawned on Jennifer. "I have to choose one or the other," she told herself. She never filled that prescription.

"I am really transparent about the circumstances that led to me becoming a builder," Jennifer says. "I am a recovering drug addict and my drug of choice was prescription medication. When people go toward an addiction, it's usually because they're just trying to cover the pain of something. For me it was childhood sexual abuse, my Lyme disease diagnosis, postpartum depression, a divorce, and the death



Each day Jennifer is reminded of the change that has occurred in her life, and it fuels her to continue to share her story.

of both my parents. The pain becomes overwhelming and all you can think to do is immediately and effectively suppress it."

Despite the many chapters of heartache, Jennifer tapped into a resilience that transformed her rock bottom into an unshakable foundation in both her home life and her business. She says, "My family can see the difference in me. For so long they were concerned about my survival, but now they get to watch me help others thrive! I love getting messages like, 'I'm so grateful that we've connected. I'm so grateful that you have introduced dōTERRA into my life.' My family and I have learned that true wellness starts with you, but then it spreads and grows into something much bigger than you. It's a beautiful thing." Today Jennifer's family is very much at the heart of her business. She credits her loving, supportive husband and children for the daily balance and success they enjoy in their work and home.

Each day Jennifer is reminded of the change that has occurred in her life, and it fuels her to continue to share her story. "When I started to change my health in a great way, I was super passionate about sharing dōTERRA products with others. It has become second nature for me. Being a part of an incredible team—a group of like-minded individuals that has seen what dōTERRA can do for others—is the greatest honor. Our only roadblock is that we can't share fast enough!"



REFLECTIONS ON TRANSFORMATION

"These three pictures tell the story of my journey. The little bright-eyed girl on the left is full of life and hope. She feels safe and longs to change the world. The girl in the middle is battling trauma, abuse, tragedy, and pain. She doesn't know how to cope, so she hides away. No light to shine in, no light to shine out. The third woman has found herself. She is whole and happy. She is a warrior—no longer afraid. She knows her worth. What once was my secret is now my story to tell. You are not alone. There is help."—Jennifer Yates



“When I get stuck, or I feel like I’m in a bad place, I know my mindset isn’t focused, or it’s not in the right place, or my lens is a bit blurry. When I’m focused only on the outcome, I’m focused on myself. But when I’m focused on others, on helping my team succeed, on serving people where they are no matter what it means for my rank, things start to happen and shift in the direction I want to go.”—*Kelsey Guerra*

Kelsey & Christopher Guerra

CALIFORNIA, USA

A VEHICLE FOR Bigger Dreams

Two actors, Kelsey and Christopher Guerra, want to create and produce their own content to positively impact the world. They've already started their own production company in Hollywood and they see their "dōTERRA® business as the vehicle to achieve our bigger dreams!" But big dreams don't become realities easily. In fact, Kelsey has had several bumps in the road driving toward her dreams.

One challenge appeared when Kelsey's best friend and upline, Alexa Brodsky, hit Diamond. "We had hit rank about the same time in the past, and I just couldn't do it this time," Kelsey was devastated. "I felt so stuck, and I cried in our hotel room during Leadership last year because it was the first time I was separated from my best friend." She continued to chug along with faith that God has perfect timing, but she was still emotional and teary-eyed a while later during another retreat. Fortunately, someone there told Kelsey that she needed to use the dōTERRA Forgive® oil blend for herself. Kelsey determined to apply for Diamond Club a second time to give her dreams the boost they needed.

The roadmap changed when Kelsey realized "it was not *how* I was supporting my team, but *who* I was supporting. Joy from this business comes from running with the people who were

really running with me, and not dragging along the people who didn't want it. I started placing people where they would thrive and grow instead of placing them out of desperation. I remembered how it felt to have momentum, and it all fell into place the way it was meant to. Now I feel joy in my business again through the re-shaping, re-molding, and re-building parts of the business."

Another challenge was balancing family, business, and life. But Kelsey embraces this challenge as a gift. "At Leadership, when Alysse Sedivy said, 'Your children will not remember how many classes you went to or how many days you were away. They will remember that you made them number one in your life,' it confirmed what I already felt was true: that I am a good mom, that I do this for my family. The small sacrifices I make now will have incredible return, and I will never regret any of it."

Kelsey celebrates the challenges because they allow her to support her family so her husband can "pursue his God-given talents without burden, without compromise. I get to do that for my husband! I am just blown away with the opportunity dōTERRA has created for us, and there are still so many dreams we are dreaming!"

SIDE-BENEFITS OF THE BUSINESS

"I love that I get to show my daughter what a hardworking, stay-at-home mom looks like."

"I love that I get to show my son what a woman is capable of."

"I love that my husband and I can break the chains of what a 'normal' marriage looks like when it comes to financial responsibility."

Kari Richey

LA CRESCENTA, CALIFORNIA, USA

CEMENTING FOUNDATIONS

Pouring a building's foundation requires special tools to build a foundation that is strong, stable, and durable. Kari Richey has seen this firsthand in the construction industry where her husband, James, has worked for 17 years, as well as in her personal foundations.

Their family bedrock was sorely tested a year and a half after Kari started her dōTERRA[®] business. James was seeking help for an addiction, and Kari had to keep her personal foundation from

cracking. "While James's healing journey was a blessing, it was also a time where doubt and fear often crept in. I knew that my family needed me and my income to thrive. I wanted my kids to feel comfort, love, and stability while their dad was away healing. So, for the first time since starting my business, I decided to go all in."

For Kari, that meant waking up earlier, even if the kids woke up often in the middle of the night. She started gratitude journaling and meditation

every day. She learned more about her strengths and how to utilize them in her business. Being alone during this time allowed Kari to get creative. She transitioned from in-person classes to online classes. She took advantage of phone conversations, asking great questions and doing one-on-ones during naps, school, and bedtime. "Many days I felt like I couldn't keep going. I felt so defeated and run down. On those days, I reminded myself what my upline, Nicole Moultrie, would say: 'You can only quit on a good day.' With



“Working on professional development and my mindset helped me push through the hard days. I learned new ways to thrive.”—Kari Richey

that, I would pick myself up and keep going the next day. It wasn't perfect, but I never gave up.”

As Kari reflects back on that hard time, she knew that it taught her to be more focused and strengthened her personally and professionally. “I know that I was meant to go through this season so that I could learn more about who I really am and what my purpose here is. Without these challenges, I don't know if I would have ever made the choice to work on myself and my mindset. I would have most likely just kept going at status-quo. Now I know that I am made for more.”

When life adjusted back to normal, Kari had new skillsets to adapt and thrive in any situation. One day, during a crossline strategy session, Kari saw her team in a new light: “I had the groundwork for Diamond right in front of me and hadn't seen it!” With this perspective, Kari and James poured their efforts into Diamond Club. They took their three children along on all driving trips, turning the experience into a family endeavor. After one trip, their daughter proudly announced that she was ready to teach her own class—which she did. They all cheered when they hit Diamond during their first month of Diamond Club.

Despite the difficulties, the Richeys cemented their foundations in their faith, their family, and their future.

Foundations in Faith

“Our family saying is ‘Let go and let God!’ because we cannot control everything. This is our reminder to lean on our faith.”

Foundations in Family

“Involving our children in our Diamond Club trips brought them into our dream and vision. It kept the fire lit within me to never quit and always show up for my dream.”

Foundations for Your Future

“Be persistent. A river cuts through rock not because of its power, but because of its persistence.”



Danyel Waters

MELBOURNE, VICTORIA, AUS

Never Waver

“Don’t concern yourself with what others think. Trust your gut and be ready to make mistakes. You’ll have plenty more opportunities to get it right.”—Danyel Waters

When Danyel began her dōTERRA® business, her husband was worried that she was biting off more than she could chew. Danyel was running another business and studying full time along with four kids at home. “In those early stages,” Danyel remembers, “putting in so many hours teaching and traveling without a huge return financially created some tension and conflict in our relationship. But while it took time for him to build his belief in the business, his belief in me never wavered.” Her self-belief didn’t falter, either.

But a firm self-confidence doesn’t mean bypassing mistakes—it just means accepting them as part of life and learning from them. That’s what Danyel has done. “I spent a lot of time

making mistakes in the beginning. Everything from placements, shying away from difficult conversations, wanting success for someone more than they wanted it themselves—honestly, there have been so many. But without them, I wouldn’t be the leader I am today. If I could rewind two years, I’d say, ‘Don’t concern yourself with what others think. Trust your gut and be ready to make mistakes. You’ll have plenty more opportunities to get it right.’”

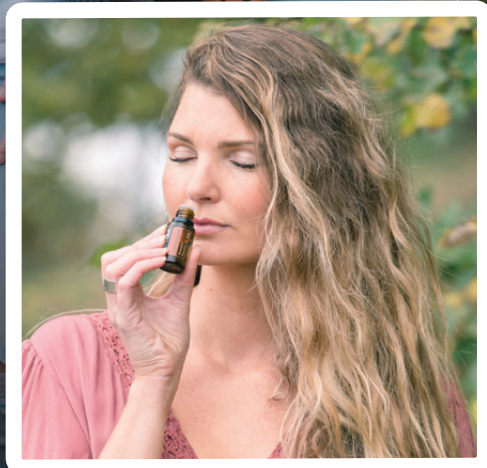
It was a struggle for Danyel to switch off from work when she was home with her family. “Trying to fit in studying, working, and family time usually meant very early mornings, late nights, and a messy house. I spent a good deal of energy feeling guilty for missing kids’ sporting games, social functions, and time away

from the family. But not once did I consider quitting. My husband really stepped up and filled in the gaps. I’m so grateful because my husband and I really became a team then. Those traditional roles that we had prior to this business were re-created. Our relationship thrived! I knew then, as I know now, that the energy and sacrifice I poured into my business at the beginning would come back to us twofold.”

To new builders, Danyel recommends, “Don’t shy away from talking about the business opportunity. In the beginning, I allowed others’ perceptions of the industry to dictate how I shared the business. I kick myself now, because my new wave of leaders coming through have no such reservations, and their businesses are thriving!”

CREATING RESILIENCY IN OTHERS

“I used to be a fixer, feeling the need to attempt saving the day with the solution to a builder’s struggle,” Danyel confesses. “Now I’ve found it much more effective to allow them to find the answer to their perceived struggle themselves. I say ‘perceived’ because more often than not, the struggle is actually just a story they’ve told themselves. In much the same way as we empower our customers to take ownership of their healthcare, asking builders to look within and be resourceful rather than relying on someone else to solve the problem reveals the resilient leaders.” **Consider how you can help your leaders rethink the stories they’re telling themselves so they can be empowered and resourceful.**



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

NAVIGATING ROUGH WATERS



“Mindset is key, and this oils business is personal development rolled into a bottle.”—Erin Hallinan

Erin Hallinan

GREENHILLS BEACH, NEW SOUTH WALES, AUS

A lighthouse casts a light that can be seen from far, far away by navigators. It gives ships reassurance and confidence that they are close to safety—land is near. A lighthouse guides you along your way. It shows you where to go, not how to get there. The lighthouse cannot navigate your ship, but it can guide you by giving you awareness to help navigate your own ship.” Erin Hallinan works hard to be a lighthouse for her team, helping them navigate rough waters. Why? Because she’s been there.

Relocating to a foreign country with a new baby and trying to figure out motherhood, Erin felt like she was lost at sea with her business. “I had no family, no network, and no one in the area doing the business to support me. But what I did have was a greater vision. I learned, searched for answers, and set a goal to share. Even when I thought no one was watching, or in the

early days when I didn’t have leaders to lead, I still showed up. I was thrown into the deep end and could have made all the excuses, but I knew that consistency would pay off.”

Pay off it did. Now Erin can focus her efforts on helping others. “My work is about leading by example and helping women become aware of how they’re steering their business ships. Operating this business is about showing up to serve and encouraging others to be their best selves. I saw my dōTERRA® journey as an opportunity to guide women to reach their true potential, whether they are customers, sharers, or builders. I am no different from all these other women . . . and if I can build this business, they can too.”

Erin continues to drive her business with this mentorship mentality. “If something is not working, it’s time to adapt, regroup, create a new plan,

work through, and continue putting one foot in front of the other. I love guiding other people to see there is light at the end of the tunnel and work towards that. I love seeing others experience personal development and become confident in themselves.”

Lighting the way for others doesn’t have to be limited to a few. “A lighthouse doesn’t wait for ships to get close before it casts its light. It gives continuous light regardless of how many ships are out there, regardless if anyone is watching. Its light does not depend on anything happening around it. Its purpose is to just be the light,” says Erin. “Those I run with are consistent and don’t quit when waters get rough. They stay true to who they are and what they are doing, and are focused on the light of their why. Stand firmly shining your light, and know that your light is being seen.”

BE A LIGHTHOUSE

Erin Hallinan encourages leaders to “practice what you preach. Don’t wait for things to happen, and protect your space and energy. You can’t expect to keep jumping in the rough water to pull people through because they won’t learn to get themselves to shore and you’ll burn yourself out in the long run. Give your builders space to see where they need to personally develop themselves so they can learn to navigate their own path.” **Draw and label a simple map of what your personal journey looked like.** Share it with your builders, discussing mistakes you made and how you would avoid them if you could do it over again. Offer your help to navigate around rocky reefs, storms, and devastating whirlpools of self-doubt. **Invite your builders to draw their own map of their journey, only stopping where they personally want to be.**



Empowered Success

with dōTERRA™

You asked for more business tips, and we've packaged it into the perfect, byte-sized delivery! Introducing the new “Empowered Success—Building Your Business with dōTERRA” podcast where you can listen to top Wellness Advocates like Justin Harrison, Eric Larsen, Laura Jacobs, Betty Torres, Molly Dayton, David Ellis, and others share their pearls of business wisdom. You'll get concrete ideas on how to successfully close, take advantage of one-on-ones, deal with no-show classes, and much more.

You have a dream for your business. We have the tools to get you there. The “Building Your Business with dōTERRA” podcast dials in on how to develop your customer base, find business builders, and make residual income so you can experience freedom and live the life of your dreams. Join us each week to learn the secrets of top dōTERRA Wellness Advocates on how to build your dōTERRA business. Subscribe today to discover how the Empowered Success program can help you take your business to a whole new level.

The “Empowered Success” podcast is an extra special resource for anyone looking to expand their business and reach more people than ever before. It’s available everywhere you go, from the pep talk you need before a class to a long car trip visiting your downline. Refer your friends looking to start their own business, and send a specific episode to a fellow builder in need of encouragement.

Insights from Podcast Subscribers:

Great Resource. “This is a fabulous resource! Thanks for putting Empowered Success in this format. I love it. Thanks, dōTERRA!”

So Helpful! “This is so great! Thank you for releasing all of this great information. So helpful when I’m trying to build my business.”

dōTERRA Is Awesome. “This is the reason that I partnered with dōTERRA back in September 2013 and was able to walk away from my six-figure career in March 2016. They are constantly working to help us spread the essential oil love and help people build a sustainable business. I love this company!”

Get a Taste

“The 5 Critical Skills You Need to Build Your Business” with Kierston Kirschbaum

Do you ever feel stuck in your business? Or wish you could make more money? Kierston Kirschbaum explains five critical, daily actions you can take to improve your income and build a thriving business. These tips and tricks will help you take your business to the next level.

“9 Proven Steps to Selling dōTERRA” with Neal Anderson

Do you freeze up when you think about selling? Have you ever thought, “I can’t do this—I’m not a salesperson”? Neal Anderson outlines nine proven steps to increase sales so you can boost your confidence and bring greater success to your business.

“7 Tips to Mastering One-on-Ones” with Molly Dayton

Did you know the one-on-one is a powerful way to boost enrollments? Molly Dayton proposes seven incredibly simple tips to mastering the one-on-one. Listen to learn more about the “secret sauce to expanding your business”!

Subscribe today!



Jaclyn & David Child

ELLENSBURG, WASHINGTON, USA



MAKING UP THE DIFFERENCE

Jaclyn was drawn to the business, feeling that it would be a significant part in her life, but she grudgingly wasn't sure. "I use to worry that my dōTERRA® business would distract me from being a good mom, that I would neglect my kids in pursuit of building a business. I've always been entrepreneurial, but I suppressed that. I thought that I couldn't be a good mom and build a business."

When she expressed her worries about being a working mom to her Wellness Advocate brother Seth, he offered to have Natalie Goddard call. Natalie assured Jaclyn with the powerful words, "You do all that you can do, and God will make up the difference." Jaclyn remembers, "Here I was, a homeschool mom of five kids, feeling so overwhelmed, and God touched my heart and told me that I was supposed

to share essential oils with others. The products had done so much for me, and I knew that dōTERRA had given me back my life. I had to share it. I knew I couldn't do it like my brother Seth, or my sister Heidi, but I knew I could do it with God in the way that He mapped out for me."

After some serious thought, Jaclyn was building a business. "I figured out what worked for my family. For the first few

"I find it incredibly important to have personal enlightenment time to make sure I'm on the right track in my business and life in general. Sometimes when I do a personal evaluation, I realize I need to do more with my business, and other times I realize I need to do less and shift my focus to a greater or different priority. I've developed a motto: Put the most important things first in life, and make dōTERRA a top priority."—*Jaclyn Child*

years, I really could only leave my family once a week. I would try to teach two one-on-ones, or one class a week, and that's really all my family could handle. I would do a lot of calls. I was incredibly consistent in what I could do." Jaclyn was fortunate to have a very supportive upline who would travel to her team when she couldn't. She made monthly team meetings a priority with advanced product training.

Eight years later, with David alongside her every step of the way, Jaclyn can't imagine her life without this business. "It's amazing how I can look back on the last eight years and see not only can I be a good mom while building a business, but also that I am a better mom than I ever would have been without it." She sets a strong example to her children that it's okay when things don't turn out the way you planned. Even today, there are times she wonders if she's doing enough or doing things right. "Whenever I start to feel anxious or uneasy, I just remind myself I must do all I can do, and God will make up the difference."



GOOD MOM, GOOD BUILDER

Jaclyn Child discovered that becoming a builder helped her be a better mother. "I can't imagine parenting my kids without this business," she shares. "It has been the best thing for my family. It has been amazing to model to my children how to set goals and reach them, then watch as they do it too."

Be intentional in how running your business affects your family. Make a list of things you want to model for your children, and discuss with them how you can help them accomplish their dreams.

My Goals

My Family's Goals

These Are Similar Because . . .

■ Rebekah & Joe Zelenka

JACKSONVILLE, FLORIDA, USA

CHEERING FOR MOM

After 13 years of cheering for Joe playing in the NFL, Rebekah breathed a sigh of relief when Joe retired, thinking that they would never have to be on another team again. And then they started their dōTERRA[®] business.

Rebekah had no plans to pursue a business. "I was a stay-at-home mom, homeschooling my babies, enjoying this new season of life with my husband finally retired. I had all I needed right there in my home. But as we had more success with our oils and products in our family, God brought more people into my life who would ask me what we were doing differently. I didn't know what I was doing, but I remember thinking, 'If I can share dōTERRA products with people and make a little money on the side, without even trying, what could God

do with me if I did go after it?' We didn't have the immediate financial need that some have, but I wanted to be a blessing to our family finances."

Two years later, Rebekah started being intentional about sharing with her new team. "I started intentionally telling friends what I was doing, holding classes in my home, and setting goals. I desired to do something big and give my family something to support and cheer me on in. In doing so, I was stepping out of my safe comfort zone and onto a field of strength, potential, and relationships."

Playing on the field, Rebekah found a team full of incredible people. "My team has grown from acquaintances to friends, from friends to family. I thoroughly treasure my role as leader, whether it's for my business team

or for my customers. I love watching my team set goals, exceed them, and overcome fears. I love walking alongside my customers as they find solutions that they've been looking for and wellness that has eluded them. I never dreamed that God would use this opportunity to enrich my life through so many new and long-time friendships as it has. One of my favorite things has been the depth with which these relationships run!"

Even though football is over, Rebekah is still a cheerleader. "My role of cheerleader looks so different than it did. I'm still cheering for Joe. And for my kids. But because of this gift that God has placed in my hands, I also get to cheer for my dōTERRA team! And in the process, they get to cheer for me, too. I've gone from the sideline to the frontline, and what a view it is!"





Lessons from Football

“Watching Joe for all those years, I learned how to train, how to perform, how to handle disappointments, how to interact with people who are different than me, how to sacrifice. It has helped me tremendously as I navigate my way through my own game.”—Rebekah Zelenka

WORTH THE COST

“My business has not come without cost,” Rebekah Zelenka acknowledges. “I can remember doing Diamond Club and continually leaving my family to teach classes. I tried to take one child with me every so often to have some special time, but others were always left out. We had the talks about what I was doing and about it being for only a short time. Even now as a Diamond, I’m still leaving my family to teach and support, but the kids understand it so much better today. They know that it’s not about me being gone for dinner and bedtime, it’s about God using me to bring His love to those I’m meeting with.”—Rebekah Zelenka

Savvy Simon

HALIFAX, NOVA SCOTIA, CAN

A CULTURE OF *Care and Concern*

K*we'! Ni'n teluisi Savvy, tleyawi Elsipogtog First Nation pasna wiki Kjiipuktuk,*" Savvy Simon introduces herself in her native language. "Hi! I'm Savvy from Elsipogtog, NB. I live in Halifax, NS. I am of the Mi'kmaq tribe, Wolf Clan. Mother of Waseteg and one in the womb, a motivational speaker, and I have the most beautiful souls in my support circle." Savvy is also part of the first Canadian First Nation team to reach Diamond rank.

When she began, Savvy just wanted the oils at a wholesale price to make DIY items and teach her native brothers and sisters to do the same, especially those in isolated communities so they could save money, improve their health, and feel empowered. "These oils are what my ancestors have used for thousands of years and how we've been helping ourselves." Eventually, she was also drawn to the caring people she found in dōTERRA.

Her team is passionate about bringing clean drinking water to all communities. Currently, there are over 150 First Nation communities in Canada that lack access to clean drinking water. "As an indigenous person, racism is real and frequent. I'm not used to a corporation caring about our culture, history, and daily struggles. It's super refreshing to have dōTERRA listen, truly care, and want to help my people."





Savvy is inspired by fellow Diamonds who ask how they can help. "Sometimes, when we want to do volunteer charity work, we think we have to travel to third-world countries. Yet if we look right here, in Canada and the USA, we will see that we don't have to travel far to help people in poor living conditions. I'm heartened by Diamonds who've motivated my team and me to focus on a cause close to our hearts."

Achieving Diamond rank is a tremendous victory for Savvy's team. "Many non-indigenous don't understand what the big deal is about celebrating indigenous successes, especially because they don't see the deep underlying sorrow and the daily hurdles we each have to overcome. In short, when we rise as indigenous people, we are helping our mothers, grandmothers, and future children rise as well."

"It's been a true blessing to share these brown bottles with my family members, my mother, and my grandmother," Savvy explains. "When we work on overcoming our own obstacles, we are helping those around us. It's such a beautiful ripple effect, and once truly felt from the heart, how can one ever quit using or sharing these gifts with loved ones? When we share these gifts of Mother Earth with our friends, family, and communities, we are mending so much intergenerational trauma and deep-rooted sorrow that many don't or can't even speak about. A lot of times, these oils speak to us in ways that English words could not even describe."

EMBRACING OBSTACLES AS MOTIVATION

"As a person of color, one of the obstacles we are constantly encountering is feeling underrepresented. We don't hear or see many indigenous speakers at dōTERRA® events or in the magazines, and we aren't able to relate to non-natives. But instead of focusing on the lack of representation, we use it as motivation to continue sharing these natural blessings and sharing our beautiful culture with everyone when the opportunity arises." **Savvy embraces opportunities to share her native culture and invites everyone to connect with her on social media: @SavvyUnLtd**



"As indigenous people, there is a lot of pain and scarcity that we carry daily, and we as a team continue to build each other up and create hope, which so many of our First Nation communities lack. As a team, one of the things we've accomplished and continue to work on is shifting out of the scarcity mindset and into abundance. We are open with each other when feeling stuck and remind each other of our strengths. Our good vibes attract the most beautiful hearts to us." —Savvy Simon

Annika Buckle

VANCOUVER, BRITISH COLUMBIA, CAN

AN ORDINARY PERSON DOING Extraordinary Things

My journey to Diamond might have been faster than others, but it certainly wasn't any prettier," assures Annika Buckle. "In the beginning I was adamant I would never be a builder. In fact, I used the oils for an entire year before deciding to build a business. It wasn't until a friend approached me about another direct sales company that I told her, 'No way! I already use and love dōTERRA® products. If I were going to do direct sales, it would be with them.' She replied, 'Well, why don't you do that, then?' I didn't have a good answer for that."

After sitting down with her enroller, Amber Adams, Annika began to understand she could be making money doing exactly what she was already doing in dōTERRA. Her husband agreed. After looking at the structure of the compensation plan, he encouraged her to keep going past the initial uncertainty.

Annika's first goal was walking as Silver at Convention that following year, which she achieved. By November, she hit Gold. Her next goal was Platinum by February, but then February came,

and it didn't happen. "It was crushing. I started to question why I was doing this and if it was really meant for me. It might not sound like a big defeat, but because of my initial success, it was a huge blow." Annika's husband helped her refocus and get back on track with what was important. Then, with the help of her team, she went straight from Gold to Diamond in May.

Vision boards and goal setting have been a huge part of Annika's business success. Additionally, she focuses on efficient structure and placements for

ANNIKA'S FAST-TRACK TIPS

Create a Vision Board

"Vision boards and goal setting have been a huge part of my success in this business!"

Develop a Strong and Unified Team

"I knew I couldn't do it without them. We're in this together as a strong, unified team. We support and lift each other up. When we all decided together, that's when the magic happened."

Believe in Yourself

"If I can do this, you can. I am not any more special or talented or magical than anyone else. I saw an opportunity and I believed in it, and then I got to work."

**“I watched my team develop leadership, growth, and financial abundance.
This has become my work, my purpose.”—Annika Buckle**

her team and herself. “I know that can be confusing and overwhelming for a lot of people, but I can’t emphasize enough how important it is to set goals and become efficient at structuring and placing your team! If you aren’t sure how to go about structuring and placing, talk to your upline, go watch videos, read articles, and use

your resources. That has been a huge part of my success and is something I’m always working on with my team. You’re in charge of all aspects of your business, and the sooner you establish this structure, the faster you can advance rank.”

Annika’s experiences helped model empowerment to her daughter. “That’s

a gift I strongly feel I couldn’t give her if I hadn’t followed this path. In fact, I think like a lot of people, I didn’t even know or believe that this could exist. If I can do this, you can. I am not any more special or talented or magical than anyone else. I saw an opportunity and I believed in it, and then I got to work.”



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

Terry Hershey Fisher

WEST SACRAMENTO, CALIFORNIA, USA



DOING DESPITE DIFFICULTIES

As a former park ranger, Terry has a passion for nature and helping others. She originally joined the dōTERRA® business to live a more natural lifestyle. What she found was a tribe. "I've met some pretty amazing people, and I have no doubt that building this business has helped build the best version of myself."

A significant roadblock Terry overcame in her business was finding that delicate balance between providing her builders with support and also encouraging them to step into their own leadership role to develop their uniqueness. "Just as you teach your kids how to ride a bike by taking the training wheels off, you do the same for your team. You know they will fall and experience self-doubt, but they need to learn by experiencing it for themselves. Once they learn, their belief in themselves grows so that tackling the next challenge is easier."

She teaches her team that a big part of this business is simply doing. With that comes mistakes, missteps, and failures. "We can learn so much from our past experiences and life lessons and these can forever change our future. Finding the lesson, or silver lining, will always help you become your best self."

“No matter your rank, believe in your heart you are already the rank you wish to be, and it will give you the confidence you need to meet those goals.”—Terry Fisher

During Diamond Club, Terry began to feel maxed out. “I’ve had the opportunity to do it twice, and while it was a rewarding experience, it definitely stretched me thin. From last-minute cancelled classes, to time away from my family, to fulfilling the challenging monthly requirements, there were times when I asked myself if it was worth it. Ultimately, in the end, it was.” When she spoke to her kids about Diamond Club, she explained to them why she was doing it. She understood how difficult and demanding it would be, so she made a family plan to celebrate when she was done.

Terry has shown her kids how working hard and serving other people while pursuing your dreams can be rewarding on many levels. “I do believe that no matter the circumstances, everything does happen for a reason. Even the hard stuff both in our business as well as in our personal lives. I’m eternally grateful for this opportunity because it has helped me find my true calling. It has helped me grow further than I thought possible, and it has helped me learn to never stop dreaming and to follow my heart.”



RIDING THROUGH TOUGH SPOTS

“Everyone will experience different seasons in their life at different times, and understanding this will help you better support your business partners,” notes Terry. “Whether it’s a personal reason they need to step back, they’re moving, or just experiencing a rough patch, you can support them by offering to mentor and inspire their business partners. Have clear communication with your leader and outline how you can offer your support if they need to temporarily step back a little—this can really mean a lot to them. It also provides you an opportunity to get to know your other leaders better. And in turn, you will gain more insight into how you can better serve your team. They will inspire you, they will also help fill your cup, and they may even help you further refine why you do this as a business.”

Megan Winfrey

LIVINGSTON, MONTANA, USA



BIRTHING

A BUSINESS

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"This business is all about service and growth in ways that are hard and messy, but rewarding all at the same time."—Megan Winfrey

In January 2016, Megan and her husband Ross sold their home to live adventurously in their camper with their 18-month-old and four-year-old. Shortly after the move, they found out Megan was pregnant with twins. Later, Megan's friends would say, "When you birthed the twins, you birthed your business into what it was truly meant to become."

Before the twins were born, Megan hadn't utilized Facebook to build her business. With their arrival, she created a Facebook group specifically for BOGOs that was a huge success. The online platform gave her flexibility and a feasible way to share her life of being a mom with a unique living situation, and the oils that helped her cope with the stressors of life, to the group. It grew from a page about BOGOs to a tight-knit group filled with tears, mistakes,

and laughter. All were sharing the joyful moments with smiling kids to the hard times of crying babies and feelings of failure along with the oils they used to get through it.

It was through this group that Megan accidentally stumbled upon something important—authenticity. "From a place of vulnerability, I began to realize we all feel alone. Vulnerability provides a connection for people. We all have fears we must overcome. Mine was a fear I couldn't be a good wife, mom, and leader all at the same time. You too will battle your own fears of unworthiness in your journey. But when you come home to the people who make your heart beat, you will be renewed through the assurance that you are you, and someone is waiting for you to answer their prayers."

She teaches her team that the activities they do in this business can be copied, but authenticity cannot. "Your authenticity will attract people looking for hope and a connection because we have what they're seeking. We have it in ourselves and we have it in those amazing brown bottles. We are the vessels that are blessed to share these oils with the world."

Through authenticity, the team is developing their business muscles and learning to walk together. "I don't have it all figured out," Megan is quick to say. "I'm still learning how to lead authentically and be confident in that while showing my team we don't always know, or have it all figured out. I think that's okay because I've learned there is always a plan we cannot see, and we can grow in ways we cannot yet imagine."



REJOICE IN CURRENT SUCCESSES

“We are all on this journey together, doing the best with what we have, right here, right now,” says Megan Winfrey. You may not always feel like you are doing your best, but what you have in this moment is enough. **Don’t forget to celebrate every step you are taking, just as you would celebrate a baby’s first attempts at walking.**

Erin D'Intino

ST. CATHARINES, ONTARIO, CAN

QUITTING AT ELITE

The first official class Erin taught was to a group of her mom's friends. She sold 32 intro kits to those friends, but she didn't get one contact. "When the kits came in, I just wanted to get my LRP order covered, so I packed up my car and drove around the city with my one-year-old in the backseat. I dropped off intro kits on porches for people I didn't really know. But it taught me a few things about my business."

One thing Erin got from the experience was that she wasn't connected to other business builders at all. "I didn't feel tethered into a network of other business builders. In hindsight, that wasn't anybody else's fault but my own because I wasn't open to the experience of connecting with other women who were doing the business. I felt I wasn't part of that. So I quit my dōTERRA® business."

At the time, Erin was also pregnant with her second and still teaching elementary school full time. "I was trying to be a new mom and go back to work, but I was pregnant and not doing well. So I stopped my business. I continued to put in my LRP orders, but I maintained the rank of Elite for just over a year. I essentially became a customer again."

A life-changing moment turned her from a customer back into a builder. Erin remembers, after losing her best friend and her grandmother, sitting at her kitchen table and thinking, "I wanted to be someone who lived a life that was fulfilled and inspired. I started to look at how I wanted to live the rest of my life. I had my two sweet babies and a wonderful husband. I had a great, fulfilling job, but there was something still missing. I knew I had to come back and connect with myself

and use my oils again. I started to just use the oils every day, with my kids and myself." From there she started building her dōTERRA business again.

"I couldn't have done that without my frontline leaders," Erin credits. "They are my sisters. We talk about it often, how important those relationships have been for me. We don't look at each other as business partners or upline/downline. We look at each other as sisters, as people in this business trying to do the same thing. I found a beautiful sisterhood, not only in my business partners and frontline leaders, but who they attracted to the business. My crossline leaders have become such an important part of my life. The most fulfilling part of this business for me has been the relationships created with other women that have the same vision, have strong voices, and are willing to do the work."

**Live an
Inspired
LIFE**

Erin D'Intino was determined to have an inspiring and fulfilling life. She found a lot of that fulfillment through her dōTERRA business because of her leaders. She states, "I shared because I believed in it, and I wanted to talk to other moms about what they were doing, what I was doing, and how we could support each other. I found that becoming a mom was the beginning phase of a sisterhood." **Keep a daily journal about the people and things that inspire and fulfill you in your business.**



"If you really just share and make it simple for people, they get it. I didn't quite know all the parts in the business, but I did know that people could connect with what I was saying. It was really simple: Lemon, Lavender, and Peppermint. It's a great place for someone starting the business. If you just start sharing what you know and keep it really simple, the message comes across loud and clear."—Erin D'Intino

Jose Linares

Victorville, California, USA
US Grand Prize Winner

SELF-DEVELOPMENT

The Experience in One Word: *Self-Development*

"Diamond Club involves developing ourselves in as many areas as possible: mindset, action plan, organization, team work, and sharing the vision that everything is achievable."

A Hard/Soft Skill Developed in Diamond Club:

"It is hard to name only one, but we think team work specifically, and learning to put action first while trusting that results will come. Having a clear goal is the key to being able to work as a team. Once we know our goals as a team, setting up an action plan is easier. And, as long as we do our part, the results will come."

Would You Do It Again?

"Yes, we would absolutely do it again. Even though the first months were challenging, the outcome is so worth the effort."

What Will You Do Differently in Your Business Now?

"I will use Diamond Club as a way to develop and empower our leaders."

US Top 10

1st—Wendy Wiggs

2nd—Liliya Zotta

3rd—Gina DellaPasqua

4th—Amanda Haines

5th—Sharyn Whaley

6th—Amanda & Timothy Creps

7th—Suzanne & Derek Williams

8th—Tanette Schneider

9th—Amy Quaid

10th—Michele Eisenberg

Rachelle Nadeau
Quebec City, Quebec, CAN
Canada Grand Prize Winner

VISION

The Experience in One Word: *Vision*

"During the four months of Diamond Club, we pass through all kinds of emotions, all kinds of difficulties. Every time I wanted to give up, I tied myself to my vision, which is the same as dōTERRA's: 'Change the world one drop at a time, one person at a time, one community at a time.' I adhere 100 percent to this vision, and because of Diamond Club, it is now engraved in my heart forever."

A Hard/Soft Skill Developed in Diamond Club:

"The skill I developed most during Diamond Club was my ability to connect with people. I was surprised to love creating links with my team, even though some were at my eighth, ninth, and even tenth level. I also love seeing customers from one month to the next and hearing how dōTERRA® products have changed their lives."

Would You Do It Again?

"When other builders on my team are ready to commit, I would consider doing Diamond Club again. My main goal as a Diamond Club participant was to help my team grow and promote a culture of duplication that leads to sales. Those I have visited most during this edition of Diamond Club are now able to take over and participate in Diamond Club themselves."

What Will You Do Differently in Your Business Now?

"I am much more in action. I have an even deeper desire to meet people and contribute to change their life with what dōTERRA offers not only as products, but also as community. I now feel able to assume my role as leader of my team and leader of my life. I am a brand-new version of myself, and I love it."

Canada Top 10

1st—Olga Spitzer	6th—Martine Bouchard
2nd—Billie Aadmi	7th—Marie-Eve Maheu
3rd—Anne-Marie Lagrange	8th—Ashley Finnigan
4th—Emile De Decker	9th—Virginie Reichard
5th—Moinka Lavoie	10th—Kimberly Hoover

Amanda Beach

ABILENE, TEXAS, USA

Not By Accident

"I know that God has built this team and will continue to build and grow the community as I trust and honor Him with my life. No matter what the circumstance, I want people to feel His love above all else, and that has kept me going even when the road was hard."—Amanda Beach



Anyone could get discouraged by this business, especially when teaching an empty room, flying across the country to a class that was cancelled at the last minute, or watching 20 people attend an event and not enroll. "Every job is hard," Amanda Beach reminds herself. "But this is rewarding because real people's lives are powerfully changed. I didn't give up, even when it felt like I was the only one pushing forward. I knew I needed to show up as the leader God called me to be for my team and my customers, even in times of discouragement and loneliness." Through four miscarriages and losing her mother-in-law, Amanda decided to stick it out.

"I had to dig in, trust that God had purposely put me on this path to serve and share His love with others, and press on," Amanda explains. "I know that God has built this team and will continue to build and grow

the community as I trust and honor Him with my life. No matter what the circumstance, I want people to feel His love above all else, and that has kept me going even when the road was hard."

Sharing that love hasn't been easy, and it required Amanda to tweak some things in her life. She realized her community needed nurturing and care, so she changed how she connected with people and how she spoke about her team. "I wanted them to know that I truly cared about their wellbeing and who they are personally. I didn't want them to be a number or a name on a screen."

Working with her team is a privilege for Amanda. "I'm so excited to support my leaders as they lead with integrity, kindness, and gratitude. I love partnering with them as we create this amazing community of wellness. When someone on my team tells me they feel ineffective or are struggling, I get to remind them of

their worth, of the unique and powerful influence they have on the world around them. I get to help them recognize the strengths and abilities they already possess and show them how to press into their unique capability to create connections and develop relationships. Some come to me discouraged that they haven't grown as quickly as they would have liked. I get to encourage them that building something strong takes time, but they can do it if they are steady and consistent.

"Through it all, God has brought exactly the right people into my life and has given me a way to connect, support, and encourage them as they reach for their dreams," Amanda believes. "My team is filled with the most compassionate, tenderhearted, loving, caring people I have ever met. I know this isn't by accident. God has given me a team of people who genuinely want to educate and serve others."

Giving & Trying Fearlessly

Amanda Beach shares, "I had to learn to fearlessly try new things, and adapt to meet the needs of the team and my community. I've learned that doing this business well doesn't mean being pushy or forceful. I give and give and give, and it has been a joy to be in a place now where I can give even more."

Think About: What are some ways you can give to your team and business? How can you adapt to meet their needs? What are some new things you've been afraid to try? Consider ways you can conquer your fears so you can give your best to your team and business.



Alana & Kyle Wilson

RAPID CITY, SOUTH DAKOTA, USA

Diamond on Deployment

Diamond on deployment" flashed on Alana Wilson's screen during Kyle's service in the Middle East. Months earlier, they had set a goal to reach Diamond within the following year. Then suddenly, Kyle was leaving in a month. "It's over. We're not going to do it," Alana thought. "For 24 hours, I had a major pity party. And then I decided I'm not going to put my dreams on hold because the military decides they need Kyle in the Middle East. We sat down as a family and decided to shoot for Diamond anyway."

This was Alana's goal because, after spending two years at Silver, she felt stuck in the business. "I was so focused on skillsets, being a good teacher of essential oils, and supporting people, that I didn't know how to be a leader. I didn't have confidence in myself as a leader," she explains. "I had these huge goals, but was heartbroken because I was so stuck. So, I was either doing something radical to change my business, or I was done because

I couldn't stay in this lukewarm area. That's when I decided to be radical about changing who I am to become the kind of leader who is Gold, Platinum, Diamond, and beyond. I had to grow myself to grow my business."

Before starting their family, both Alana and Kyle served in the US Air Force. "In the military, things are always changing. Once you get settled, the military shakes it up again," Alana describes. Because of all the moving, she's had to learn how to function on her own without local upline help. She did Diamond Club three times despite the challenge of lacking local family support. The first time Alana did Diamond Club, her mom stayed with them to babysit their daughter. "The next two times, I brought my daughter to stay with my mom. So even though we were living in South Dakota, we were separated as a family because my husband was in Mississippi, my daughter was in Washington, and I was traveling all over the place to make this work."

Alana determined challenges were not going to derail her dreams. "I'm the kind of person when I make a decision to do something, I'm pretty serious about it. I jumped in and went for it." She dove headfirst into personal development and utilizing all her resources. Kyle worked tirelessly behind the scenes helping with BOGOs, even while he was deployed overseas. "It was so cool he was doing everything he could to help, even though he couldn't be here," Alana says gratefully. Their six-year-old daughter asked every day if they hit Diamond, and declared, "When we hit it, I'm going to scream!"

Finally, on the last day of the month, the Wilsons' dream came true, and their daughter screamed excitedly. "We got everyone involved, and, incredibly, hit Diamond about six weeks after my husband left. It was exhausting, but an amazing feeling to see our team and leaders hit their goals and change so many lives!"

CHASE AFTER THINGS THAT SCARE YOU

"When people are stuck or are having a hard time, it comes down to fear. Deep down fears that we're not good enough or we can't put ourselves out there and possibly get rejected. Someone really awesome told me that 'fear should be your compass.' **When something scares us, we normally run away from whatever it is. Instead, we need to use fear as a compass and run toward it** because that's where you'll grow and have a break-through that's going to change your business. Your business will grow when you chase after things that scare you."—Alana Wilson



GETTING UNSTUCK

"Your business is not going to outgrow where your mindset is. So if you're not growing yourself, your business is not going to grow. And if it does grow, it's going to come right back to where your mindset is. You have got to grow yourself to grow your business."—Alana Wilson

Chantal Roelofs

BRISBANE, QUEENSLAND, AUS

Letting Go

All was well with Chantal Roelofs's business—until her business partners decided that a dōTERRA® business was no longer for them. "I felt crushed, like my world was imploding," Chantal remembers. She had invested in these partners, worked, dreamed, and cried with them. It felt impossible to envision, let alone accomplish, her dreams without them. "Feelings of shame, disappointment, inadequacy, and doubts of 'I am not enough' bubbled up."

Chantal took a moment to pause and reflect on why she was doing the business—was it for the invested relationships she had with friends, or was it for herself? Chantal took a

deep breath when she realized, "Every Wellness Advocate has their own vision, life experience, and life path, and sometimes dōTERRA doesn't fit anymore. And that's okay." Once she learned to how to align her expectations with reality, she was able to focus on the things she could control: being the best Wellness Advocate, the best leader, and the best version of herself.

"It was difficult to let go because letting go of rigid expectations is very hard," Chantal admits. "But from it, I learned to anchor back into me. I have to be the best me going forward in this business, so I focus on what nourishes me, energizes me, and keeps me thriving." She started asking tough

questions like, "How can I improve as a builder and leader? How can I manage expectations, both my builders', and my own, on this journey of building a dōTERRA business?"

Now Chantal shares what she's learned with other builders. "The best thing I can do for my business is to keep showing up, and see this business as a marathon and not a sprint," she advises. "I'm in this business for life, and I'm determined to continue developing my business to sustain me at a very deep level. I am excited for people who share this vision and join along with me. And that could be for a season, or it could be for life. And both choices are okay."

Dive Daily into Questions Like

"Focus on the right things. This business needs to be approached without a fixation on results, rank, or recognition. It's the tiniest actions like introducing the oils into people's lives that have the largest results. Those things require my attention."

—Chantal Roelofs

☐ What is my intention for my business today?

☐ How am I going to "show up"?

☐ Who can I introduce to oils today?

☐ Who can I bring an essential oil experience to?

☐ Who can I follow up with, whether following up their initial interest, their oil experience, their initial purchase, or their ongoing use of the oils?



Lindsay & Daniel Plantin

NORTHAMPTON, GREAT BRITAIN

Out of the Gray, Into the Light

If I'm honest, the question of quitting actually comes up pretty often between us when we are both tired, things are busy, the house is a mess, and we are running on empty." Lindsay and Daniel Plantin are not afraid of acknowledging the challenges of their business. They just don't forget why they're doing it. "The biggest overriding factor that keeps us going when the going gets tough is remembering why

we are doing this and knowing what lies ahead. We are working hard now so we can open all the doors to an incredible life for years to come."

A few years back, Lindsay was pregnant with her second child and excited to get started sharing essential oils. During this time, she experienced a major health setback, resulting in a struggle to care for her family. She

did everything she could think of over the next two years with little success. Building her business seemed nearly impossible, but she worked as hard as she could to compensate, and with the help of her upline, reached Silver.

"I remember having a complete breakdown at the Prague Convention. I felt so strongly that this was not how my life should or could be, and there



“Teach the interested, support the engaged, and mentor the committed. Some of the best advice from our upline is to match our builders’ energy. Supporting a struggling builder can be challenging, maybe even suck the life out of you if you want it more than they do. By matching energy, we are present and supportive to the same extent they are committed, which avoids any pushiness or wasted energy.”—*Daniel Plantin*

had to be a way out.” The next day, her friend arranged a one-on-one meeting with Dr. Hill for her. “The protocol he gave me changed our lives in every way. It brought me back to my family and out of this gray version of myself.” It was the lifeline she needed.

Essential oils brought her out of a dark time in her life. When things feel difficult, she reminds herself that if she can

bring even one person back to their true self, it’s worth every awkward encounter, no-show class, callback, or skeptical customer. “There are people all around us who are crying out for the oils without knowing it because they don’t know that they exist! It is our job and privilege to bring hope and help in every way!”

QUENCH NEGATIVE SELF-TALK & FLOURISH

Lindsay’s upline helped her reach Silver during a very hard time in her life. She now does the same for her downline, focusing on changing negative self-talk. “While building our business, our personal insecurities, limiting beliefs, and issues come to the fore. We all have our own self-talk going on. Too often that self-talk drags us down rather than lifts us up. During mentoring calls, I was unprepared for how much coaching I would be doing to quell that negative self-talk and help them flourish. Help them stand a little taller in their strengths and see what they bring to the table.” **How can you help your downline quench their negative thoughts and help them flourish?** Map out a game plan to highlight their strengths in every conversation and help them turn each negative into a positive.



NEW dōTERRA DIAMOND

■ Katie Hussong

BALITMORE, MARYLAND, USA



EVERY
PERSON
MATTERS

Images by Dennis Drenner Photographs

“My intention is to make a meaningful connection, spark some interest in the oils, and be there to guide folks along when they’re ready. I meet them where they are and hold space for them where they might go. If they’re not ready right away, and even when they are, I see it as the start of a relationship.” —*Katie Hussong*

About five years ago, if you’d have asked Katie what she most wanted, she’d have said “happiness, peace, freedom, connection, and impactful, fulfilling work.” She was gearing up to leave her job as an ER nurse, and it had been a long time coming. “I knew I no longer belonged there, but it was scary to leave the safe and reliable thing. I was afraid to make the move, afraid to leap.”

Around this same time, Katie purchased a kit. She couldn’t stop reading, watching, and learning everything she could about the oils and the business. “I couldn’t get enough! I honestly believe my bottle of dōTERRA Serenity® helped me make it through those last hard months working in the ER. I loved using the oils myself, and the friends, family, and clients I was sharing them with loved the oils too!”

Katie finally made the leap. She left the ER and began working as a full-time health coach, but she also started building a dōTERRA® business. She scheduled her first official class at a local juice bar, and six people confirmed they’d come. But as the class time crept closer, that number started to drop. By the time she was leaving her house to go teach, the only person left was the owner of the shop. She wanted to just cancel and reschedule the class, but her upline wisely told her, “One is better than none.” Katie took that advice to heart and has carried it with her for the last five years. “In this business, just like in life, every person matters.”

Slowly but surely, Katie shifted her health coaching work to health coaching via dōTERRA. “I find I reach

so many more people now. I love working as a team because we get to build this beautiful community together. I can share my knowledge and referrals freely, and my life as a business builder is actually healthier—physically, emotionally, spiritually, environmentally, and financially—now than it was as a full-time coach.”

For Katie, the path to Diamond has been full of personal growth, an incredible team, consistency (PIPES), willingness to get uncomfortable in the name of growth and service, and a strong belief in herself, her team, and the process. “I can only imagine what I’ll learn and how I’ll be asked to show up in a bigger way between now and Blue Diamond—but I’m here for it, and I am so unbelievably grateful for this opportunity.”

EVERY PERSON MATTERS

When Katie Hussong was tempted to cancel a class that all but one person had dropped out of, her upline reminded her that “one is better than none.” What are some situations that discourage you? How can you keep in mind that every person matters when you’re sharing essential oils? Jot down your ideas here:

Roxanne Harris

OTTAWA, CAN

Time to Smell the Roses

My grit was so strong that I was like a freight train on a mission," says Roxanne of starting her dōTERRA® business. She had no intention of slowing. "I had a mission to hit Diamond as quickly as possible so that I could gain time freedom, be more available for my family, and live in financial freedom."

Looking back, Roxanne recalls, "I would hit a new rank and not even stop to celebrate the victory. Instantly I was consumed with getting to the next rank. I enabled my leaders by building legs and, in some cases, entire teams for them and constantly filling in the gaps. If they pulled back, I pushed harder." Although Roxanne was progressing quickly, she knew it wasn't sustainable. "The result was that I was on a fast track to burn out physically and emotionally. Any available time I had, I did my business. I was not having fun, and the stress of carrying an entire team was overwhelming. Each end of the month became a time of stress, emotional letdown, and tears."

Eventually, she reached a point where something needed to change. "I was skipping meals, and I had no time for socializing or the things I enjoyed.

I was a total workaholic. There was no balance in my life, there was no fun, no me time. I had lost myself along the way."

Roxanne began to realign her life with what is most important to her. "My relationships and my health are my wealth. Investing totally in those areas needed to be my focus. Having date night with my husband, designing my work schedule around my healthy habits routine, and making time for the people and things that bring me joy have been the biggest blessing and have helped me redefine balance and helped me fulfil my purpose in a much deeper and greater way."

Now, Roxanne enjoys the building process in a way she didn't before. "Realigning myself to enjoy every moment of every day, and not place any expectations on my team, allowed me to have fun again. It allowed me to remember why I chose this as a career path. I want to empower others to find health freedom. I decided to help my leaders stay accountable to their goals rather than mine, which in turn created more time freedom for me

and my family. I still have extreme grit and determination, but now it comes with fluidity and grace. It is not so much about the end result but the journey along the way. It's about the people we meet, the lives we touch, and how we impact the world around us."

If Roxanne could go back in time, she would remind herself that "relationships are everything, that things may take longer to accomplish, but that a missed smile, hug, phone call, or authentic connection can be lost forever. Slow down and don't be too busy to smell the roses and invite others to do the same."

"Know your priorities and set your schedule around the things that really matter the most. Be sure to schedule business building time every day. Consistency is key, regardless of whether it is 15 minutes a day or two hours. Knowing what you need to do and scheduling it in will help you find balance and joy in what you do." —Roxanne Harris



The 3 “C” Rule for Placing Builders on a Frontline

“They should be **Capable, Committed, and Competent.** This is easily discovered by taking the builder through the Empowered Success Launch Guide. If they are willing and able to mobilize the 30 days to Elite launch plan, we have found that it is more likely they will be a rock star builder and business partner.”—Roxanne Harris





Brooke & Andrew Elia

RIVERSIDE, CALIFORNIA, USA

YOU ARE SPECIAL

“We were all given a unique calling, so there is no point in comparing yourself, or your business, to others.”—Brooke Elia

Brooke has always been a by-the-book kind of person. She likes guidelines and paths laid out for her. Her motto is “Show me the way and I’ll conquer it,” and she used this approach when building her dōTERRA® business. However, she experienced her first major plateau when her desire to grow and move forward faltered. “My self-chatter was awful, repeating, ‘You are a failure. You aren’t meant to do this. You aren’t good enough.’ Brooke felt overwhelmed and wasn’t sure how to get back on track. She sought a business coach to help her figure out how to get out of this rut. Then she realized the problem—she wasn’t building her business authentically.

Brooke began combating that negative self-chatter and replacing it with truth, using tools from the StrengthsFinder. “I was merely following steps—steps that are very important, but I was missing a key piece in my business: me. I wasn’t growing a business that was unique to me, drawing on my strengths, my creativity, and my desires.”

New life breathed into Brooke’s business as she experienced a renewed sense of drive, energy, and passion. “We are uniquely made. There is not one person on this planet who is just like you, or who shares your exact strengths, interests, and gifts. Your authenticity is what sets you apart from everyone else on the planet. It is what

makes you special. Yes, my friend, you are special.”

It took a lot of courage for Brooke to believe in herself. “It takes courage to live authentically, to stand in your light, to believe in yourself, and value yourself,” she tells others. “Each day, you must choose courage to walk a life worthy of your calling. Your success will follow.”

She urges others to “Take the time to discover who you truly are. I promise that once you do, you will better yourself and everyone around you. You have been called to walk a life that needs you to show up, bringing all you have to offer. There are people in this world who are depending on you.”

YOUR BUSINESS'S MVP—YOU

“When you sit on the sidelines, keep to yourself, play it safe, you’re not serving anyone, including yourself. If you can’t lead yourself, you can’t lead others. Through discovering who you are, you will find it’s not the paycheck, rank, or goal that defines you or your worthiness. You will find that you define yourself and your own worthiness.” —Brooke Elia



Louise Kelly

MONA VALE, NEW SOUTH WALES, AUS

Sunrise at Uluru

Louise was six months into her dōTERRA® business when she took a flight to Uluru. She had enrolled so many people that she won a spot on an incentive trip without even knowing about it. On the plane, she sat next to a Platinum couple and talked the whole time. She left the plane feeling that her business would never be the same.

"They transformed my business. I'd been enrolling fast and furiously, but missing the 'S' of PIPES," she said. "I returned home, poured myself into Wellness Consults, asked customers to host classes, and passed on everything I'd learnt to my team." That month she hit Gold.

That trip to Uluru changed the way she did her business, but it also taught her

other lessons. When she emailed to accept her place on the incentive trip, she offered to assist the yoga teacher. An instructor herself, she was asked to lead a sunrise class at Uluru—the spiritual center of Australia. The lesson she learned was that she needed to ask to be of service. "It is to this day the most spine-tingling class I've ever taught," she remembers. "Weaving

SHARE YOUR TALENTS TO BUILD BELIEF

"Not everyone around us will catch the vision quickly. That is when we need our own personal belief to be rock solid, so that we carry it not just for us, but also for our family."

"I encourage my builders to trust their intuition and to stay strong in their own belief until others catch up with them."

"You never know who your next Diamond could be. I enrolled when my yoga student ran an enrollment promo on Instagram!"

“Magic happens when I allow myself to be guided.”—*Louise Kelly*

the yoga oils into the practice, sharing my experience of how dōTERRA felt like home, and feeling connected so deeply to everyone there meant I had found community and made forever friendships. With that comes courage and confidence, which radiates out to my customers and my team.”

For Louise, these experiences lit her journey to Diamond. She knew what

she wanted to accomplish and allowed herself to take advantage of the opportunities that came her way: going on the incentive trip, talking with the couple on the plane, and teaching the yoga class at Uluru. Each experience added to her belief that what she was doing mattered, even when others couldn't see the same vision. “This is it. This is what I'm meant to be doing. This is what I'm on this planet to do.”



**"Learn from one another's
experiences, but grow
from your own actions."**

—Lori Lishan



Lori Lishan

STEVENSON, WASHINGTON, USA

FOSTERING INDEPENDENT BUILDERS

The greatest gifts from this business are the professional development, the incredible people that come into your life, the experiences, and the growth,” said Lori Lishan. “I’m a completely different person than I was five and a half years ago.” When she found dōTERRA® products, Lori was a shy, single mother of two, working as an elementary school teacher in small rural community. She still lives in a small town, but everything else in her life has changed. The thing that changed it all was her love for the essential oils. She wanted people to know that they exist. It pushed her outside her comfort zone, and motivated her to speak to strangers and meet new people. “Now I’m excited to get out and speak to people and serve others in my local community. I’m building influence and connections with people in my community that impact so many lives.”

To make more connections and influences, Lori left her teaching career

and now owns a coffee shop with her husband, Scott, where they use essential oils in their food and drinks. With their coffee shop, Cabin Drive-Thru, and her dōTERRA business, Lori has learned to be “incredibly efficient with my time, with my personal boundaries, and with my self-care so I don’t get burnt out. There have been times I feel I can’t possibly get to everything, but with each struggle I’m grateful. With each challenge, I have grown and become even more efficient on the other end.”

Through it all, Lori focuses on growth. “I’ve taken risks and imperfect action,” she said, “but I’ve always moved forward. I’m stronger because of it.” She had great mentors who never did her work for her. They helped her know what to do, but she had to do it. There were times that she felt she couldn’t get everything done, but each challenge and struggle brought growth and knowledge. “One of my biggest improvements is learning to not give

others my enrollments or teach their classes for them so freely. There is a difference between supporting and enabling. When you feel like you are ‘dragging’ someone along, they aren’t growing, and you become exhausted. Now I help struggling builders on my team by creating experiences where they can shine with their individual strengths. Invite your builders to join you when you are putting on an event or teaching a class. Ask them to take the lead.”

As a leader, Lori takes the same approach, always encouraging her builders to become leaders themselves. “The most independent builders are my strongest builders,” she explained. “When I began the business, I thought we had to ‘follow the rules’ of building. The more I’ve evolved as a leader, I realize that no one builds their business the same way. Be your authentic self and have fun.”

COMMIT TO SELF CARE

Lori Lishan found that “Self-care and mindset are the most important things to put energy toward each day. Through this business, we have access to the most powerful self-care tools and we need to use them.” She urges others to “commit to taking amazing care of yourself!” Remember to uphold promises to yourself so that you can trust yourself and be there for you.

Kelli Howie

RAPID CITY, SOUTH DAKOTA, USA

A PURPOSE, NOT A JOB

When Kelli's niece hosted a dōTERRA® class, Kelli Howie enrolled as a wholesale customer that night. She did it simply to help out her niece. "My intent was nothing more than to help her with what she was doing at the time."

Less than a month later, Kelli discovered she had a health issue. She was overwhelmed and devastated thinking about the complete change of lifestyle to come. "My health and mindset had left me isolated from most interaction outside my home, and I found myself in one of the darkest places I can recall." Kelli started thinking

back to some of the things that she had heard in the class with her niece and was curious to know more. She needed a purpose to help her through the hard times.

Kelli started researching essential oils. She attended any educational opportunity she could find with dōTERRA, but remained uninterested in the business. "My upline told me constantly that I should share the oils as a business because she knew I was so in love with the products. I would respond nicely, 'No, thank you. I am not looking for a job.'" But as Kelli learned more about the heart of dōTERRA—the

dōTERRA Healing Hands Foundation®, Cō-Impact Sourcing®, the mission and integrity of the company's leaders—she felt that she had found something that she could passionately pursue.

During her first month as a Wellness Advocate, Kelli attended convention. "It was immediately clear to me that this was where I was supposed to be. My upline asked me at this convention, 'What rank do you want to be by next year's convention?' Even though this was my first month of building and I had no idea what it took to get there, my answer was 'Diamond!' While I didn't achieve that



goal by the following convention, I did within 16 months of verbalizing that goal.”

Now Kelli jokes with people in her classes, telling them “the two to three hours a day that I used to spend taking naps because of my health issues and fatigue, I now spend sharing these oils and products in hopes that others will experience what I have experienced.” While she has encountered plenty of hurdles and challenges, Kelli has found fulfillment in her business. “Turns out, I was right. I wasn’t looking for a ‘job.’ I was looking for a purpose and am able to fulfill that purpose through the opportunities this business has given me.”



OPPORTUNITIES ARE ENDLESS

Kelli says, “This business is about sharing what is in my heart, serving others, and loving as many people as I can. If you are a person that wants to help others and give them hope physically, emotionally, and financially, who believes in hard work and self-growth, the opportunities are endless.”

“Each mistake has turned into an opportunity that has helped get me a step closer to the leader that I’m striving to be. I make it a point not to let those mistakes rent space in my head and obstruct what my vision is.” —Kelli Howie



Erica Dolan

FARMINGTON, MINNESOTA, USA

A Leap of Faith

"If I'm going to be away from my family, I am going to make sure it is doing something that is helping the most people, making the biggest impact, and bringing the biggest value to my family," Laura Jacobs said at an Elite/Premier retreat Erica Dolan attended over five years ago. This was exactly what Erica needed to hear to allow her to honor her heart and dive into her dōTERRA[®] business.

It wasn't easy at first. At the time she had a thriving acupuncture practice

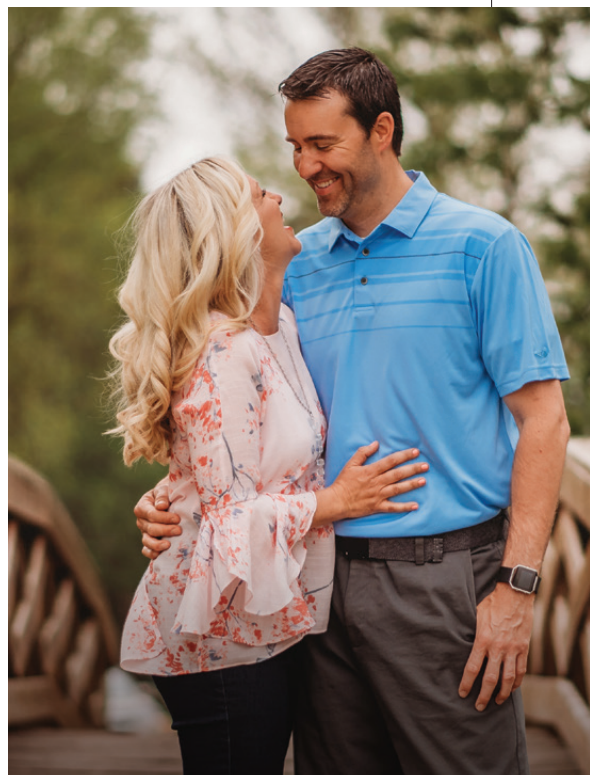
she loved running while being the primary caregiver for her two toddlers. But she had a burning desire to spread the word of essential oils and how much they had empowered her as a mother. A big factor in her decision to get on board came from reading the book *The Big Leap*.^{*} "The author, Gay Hendricks, writes about the feeling of 'hitting your head on the ceiling' in your business, meaning you've essentially met your full potential in your company, which may be holding you back." Erica realized this was the exact

feeling she had in her practice. "I felt there was so much untapped potential in my dōTERRA business as a vehicle to help way more people and allow me the freedom I was looking for to be with my family." At that, she made the decision to take a leap of faith. "It was scary to close my acupuncture doors, but I knew in my heart this was what I was supposed to do. I immediately felt free and inspired." Shortly after making this life-changing decision, she reached the rank of Silver, confirming she had made the right decision.



MEANINGFUL WORK

"I love that all the work I do builds on itself so it is always meaningful and worth it," Erica shares. How can you make sure that the work you're doing is meaningful? Create a flow chart of your priorities, such as family time, financial freedom, and personal development, and organize them visually so you can see how they build on each other.



"Even though my journey to Diamond has taken years, and definitely had ups and downs, I am so grateful for the time freedom it has blessed me with."—Erica Dolan

"There have been times in my business where I have put in many hours," Erica affirms. "Like when I did Diamond Club, I had to sacrifice time away from my family. Even then, I have been able to work around my family's schedule. I am so grateful for the freedom this business has blessed me with. To be able to have a job that allows me to have the time I want with my family, help empower others with natural

health solutions, and build a residual income is priceless."

Erica never saw herself as a leader before, but helping others made her realize that it wasn't about her own leadership insecurities. "It's about what that person needs to hear," she reflects. "The message I give as a leader or even to a friend one-on-one is not about me, but about the person or

audience who may need to hear it. So, I always speak from my heart for the person who is supposed to hear it." Erica is passing on the wisdom she gained from that retreat years ago so others can have the faith to take off. "I had no idea then that these last five years were going to be an amazing time of personal growth, believing in myself, challenging myself, and becoming the leader I was intended to be."



PAVING A PATH TO JOY

Tiffani Jones

WESTERVILLE, OHIO, USA

“Remember, running your business is a marathon and not a 50-yard dash.” —*Tiffani Jones*

Several years ago, Tiffani's counselor questioned, “What is it that you love or enjoy in life?” The catch was, the counselor told her, Tiffani's answer could not include her husband or her children. When Tiffani was unable to think of one answer, she knew in that moment that her life needed to change. Tiffani realized that although she rocked at being an amazing wife and mother, she wasn't fully in tune with everything she wanted out of life or everything that God created her to be.

As Tiffani seriously contemplated and reflected, she unearthed something. “I had always been someone who loved people and was passionate about natural health. I grew up a product of '70s parents who made my bread from freshly milled wheat and ground peanut butter from scratch, and even if at the time I hated the thick, dry sandwich and wanted to trade at the lunch table for Oscar Mayer bologna on white bread,

the fire for natural health was lit. I had been a loyal dōTERRA[®] customer for five years, so I decided to jump in and give this business my all.”

At first, in Tiffani's words, she “made every mistake possible. I made anyone and their mother who said they wanted to do this business my partner. I gave away my family's enrollments to a builder with whom I had zero communication. I had a turbulent relationship with my direct upline, my Power of Three was a mess with no qualifiers on my top line, and I did the work for anyone who wasn't willing to do it for themselves. While I quickly hit Silver, Gold, and Platinum, I ran into a mountain of myself.”

So Tiffani decided to hire a coach. “I knew that in my quest to be the best leader for myself, my family, and my team, I needed an expert. Like an athlete, we are only capable of getting

ourselves to a certain place before we need a little kick in the pants to go that extra mile.” As she and her coach tackled self-improvement, Tiffani realized that most of the time she was not operating her business on her strengths, so she made changes. “My advice to you, which comes from a very humble place of being totally undone, is to work hard on you. Dive into StrengthsFinder. If you want to be able to assist others in their journey, you need to understand yourself first, then partner with others to help them figure out themselves.”

Looking back on the journey she has begun, Tiffani says, “When we find something we are passionate about, we are able to withstand the toughest days and still love what we do. The change my daughters have seen in me and the example I have been able to set has been transformative.”

WORK HARD TOGETHER

Tiffani's advice is to “be finicky about who you make your business partners. You are going to live life with these individuals. I am now blessed to have the most amazing group of women surround me. We eat, sleep, and breathe dōTERRA as we travel the globe and change the world one drop of oil at a time.” Remember to surround yourself with good business partners who uplift, encourage, and inspire you as well as work hard alongside you.

Jen Best

STRATHROY, ONTARIO, CAN

AN EMPOWERED WOMAN

When Jen enrolled with her first kit, she had three children at home, with the youngest still breastfeeding. She didn't return to work at the end of her maternity leave, choosing instead to take a year off to see whether they could make it with her dōTERRA[®] business income. She wanted to work with dōTERRA because "helping the world to be stronger and more resourceful has always been in my heart. Helping women to be stronger, more knowledgeable, and in control of their future is my passion."

When she hit Silver, Jen attended her first AromaTouch[®] training. "A seed was planted when I was at the training. What if I could be an instructor and teach people to give the gift of AromaTouch to

their families and loved ones?" Following her heart, Jen decided to do Diamond Club in the spring to help her achieve Gold, and was able to do the necessary training to become an AromaTouch instructor soon after.

This was when Jen decided to officially leave her 15 year career as a behavioral therapist working with children who have special needs. "Leaving to pursue my business and be home with my children was a huge step. I am forever grateful to dōTERRA for giving me the time and financial freedom to be able to spend this time with my children."

As Jen continued to steadily build her business, she never questioned that Diamond was in her future. "For much

of 2017, I knew that November was my month." Yet as November approached, she had no idea how it was going to happen. "I had a lot of personal chaos that month, but all of the pieces fell into place as they were meant to. I had people reach out to me who had never reached out before, or some I had talked about oils with many times over the years. Finally, it was their time."

Through her journey, Jen has felt grateful and empowered. Her intention moving forward is "to show women that they have choices with their lives, their physical and emotional health, and their finances to have a bright and happy future for themselves, their families, and the generations to come."





**"I believe that we
are all Diamond."**

—Jen Best



NAVIGATING A NEW ROLE

"My journey to Diamond was not an easy road. There were many challenges at home as we navigated the new role. I integrate my children when I can, and that has been helpful for them. They have also been able to attend some events, which helps them see what mommy is doing."

—Jen Best

■ Annik Boily

VAL-DES-MONTS, QUEBEC, CAN



Never Quit on a Bad Day

“A very good friend of mine, Kimberly, told me one day: ‘Never quit on a bad day. Choose a good day if you want to quit.’”—Annik Boily

Annik knows what it's like to have bad days—really bad days. When Annik was a teenager, she overcame a severe health crisis. She pursued her dreams, graduated in accounting, got married, and had three children. Then her marriage fell apart, breaking her heart. It was around this time that a friend introduced Annik to dōTERRA[®] products. At first, Annik didn't want to build a business, but she shared essential oils because she wanted to help her friend. Soon she started doing it for herself.

Annik says, “I never thought this would become my new dream, my new hope,

offering me the opportunity to meet amazing people who are part of my life and my family life. It financially prepared me to support my three children plus our future.” She credits her business for helping her rise through the difficulties of what she had been going through, discovering new leadership and strengths in herself. “Today, I realize that I needed all of those strengths to face the big giants of my life.”

Of course, everyone faces great challenges in their businesses. Annik recognizes the frustration of “losing builders, legs falling apart, jealousy, and

incredibly difficult life challenges.” Her advice is to choose to listen to the voice of truth. “The voice of negativity will drive you to the pit of discouragement and incredulity, letting your dreams fade away,” she explains. “The voice of truth says: all things are possible. It is not the time to quit on a bad day. It will pass. Tomorrow will be better. You can do this. Get up and rise.” She encourages all to “use those challenges and really hard times to shape you into a stronger person who will leave a legacy and example of courage.”

T O D A Y I S A N E W D A Y

“I hit Diamond in one of the toughest seasons of my life. I am still amazed, to be honest. But you know what? We can all do this. This is what is so powerful about this business; there is no reason not to achieve your dream unless you give up. Today I have new dreams. Some have past, but today is a new day, and I have a new story. Be strong and courageous, and never quit on a bad day.”—Annik Boily



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

 Brooke & Jared Scott

MAPLE RIDGE, BRITISH COLUMBIA, CAN

A full-page photograph of Brooke and Jared Scott. They are standing outdoors in a natural setting with mountains in the background. Jared is on the left, wearing a light-colored button-down shirt, and Brooke is on the right, wearing a denim jacket over a yellow top. They are both smiling warmly at the camera.

Synchronized Communicating

Since the beginning of the business, Brooke and Jared worked as a team. “Jared has supported me in many ways since the beginning, including watching the children when I went out to teach, cooking most of the dinners, and providing incredible perspective and insight. More recently he has become involved in the inner workings of the business and has joined many of the mastermind groups and online communities as a contributor. He also recently

taught his first class,” Brooke enthuses. “Having Jared fully involved with the business has been a wonderful blessing.”

Things haven't always been in sync for the Scotts. “In the early days of our business, our family and marriage were stretched and tested in ways that we had not expected. Positive communication was and continues to be our saving grace.” Together, the Scotts make sure that their vision and

goals are aligned, and that their family remains the foundation.

Brooke and Jared make every effort to stay connected with each other. Once a week, they hire a babysitter and go on a date night or have a business meeting. On top of hiring a business coach and an assistant on their team to help with the things on the business backburners, the Scotts have found a neighborhood full of help. "There's a few girls in our neighborhood that come and help us with laundry, organizing, shipping, and even putting together welcome bags and roller sets for draw prizes." The Scotts also make busy week nights more manageable with regular meal prep and food deliveries to help with dinner.

"We work hard at staying synchronized," Brooke assures. "If your spouse joins you in the business, it's important to meet them where they are. You may be a Diamond, but he/she may be a Director or Elite in skills development. Love them from that place and with that level of patience and guidance like you would any new business partner. Focus on what each of you can bring to the team because you don't have the same strengths and skillset as your partner. We both love to be in the front teaching and sharing, but he is the master with follow up and ensuring our customers are truly served. Seek to understand each other's roles and expectations so that accountability doesn't get blurred. These are super important to discuss together so you can align responsibilities with joy."



DON'T FORGET . . .

1 "Family comes first! It's important to set aside time for your children, your spouse, and your whole family. We all get busy and it's easy to lose track of these special times, but they are vital to a positive family unit."

3 "Lead with the product and oils first. Don't put the cart before the horse—from the decision to commit to getting started, the process works. We have had to learn this lesson the hard way too many times."

2 "Participating in Diamond Club is the most incredible gift to give our team, community, and businesses. It's a pretty special opportunity to create massive momentum and really show up in our business and perfect so many things, like teaching, hosting, inviting, and supporting."

"Pray, meditate, trust your intuition, and surrender to what is divinely possible. Check in regularly to see the best way to go from here. Take time for a walk around the block because getting some fresh air can clear your mind and improve productivity."

—Brooke Scott

Karol & Nate Watkins

STATEN ISLAND, NEW YORK, USA

MINISTERING TO Spiritual and Physical Needs

For many years, the Watkins called West Africa, where Nate and Karol ministered, home. “Our calling as believers in Jesus Christ was to show the love of Christ to those around us and give them hope through the Gospel. We wanted to be the hands and feet of Jesus to the African people, meeting physical needs when possible while ministering to their spiritual needs as well.” However, Karol was unable to meet certain health needs,

so the family moved to the United States and settled in New York. “But God had a plan!” believes Karol. “Although we could not return to Africa, God placed an enormous population of West African refugees in Staten Island, New York, which is where we serve today.”

This move back to the USA provided an opportunity for Karol’s sister, Elizabeth Copeland, to catch a flight from Utah to the East Coast just one month after

she discovered dōTERRA® products. Nate and Karol were impressed by “how dōTERRA cared for the people tending the plants. Because we had lived in poverty-stricken countries, we knew how farmers had been taken advantage of by middlemen!”

Satisfied with getting products for their family and sharing with a few friends, Karol didn’t feel the need to do more with the business “until a dear, elderly lady in our African congregation asked



“Nate has been a huge support from the beginning and helped tremendously with tracking things in the back office. We have the joy of not only serving together in ministry, but also in our dōTERRA® business!”—Karol Watkins

us to pray for her health concerns. My husband Nate and I thought dōTERRA Lifelong Vitality Pack® could really help her. This lady could not afford it, so we gave it to her. But I prayed, ‘Lord, you know she needs this and that we cannot afford to supply her every month. Please help me be able to introduce enough new people to dōTERRA® products to supply her need.’ And He did!”

Initially, the Watkins found Staten Island a cold market for them. So, Karol set out to make new friends by becoming a client at a salon and a Pilates studio. “The owners allowed me to teach classes, and this created a new warm market.”

Another problem was trying to support a team spread across several states. “We believe education is how we best support our teams and increase retention. With the help of our leaders, we created videos for ‘Oil Camp’ and started teaching weekly Zoom classes. This pushed us out of our comfort zones, but it also helped us connect with our global team and create a team culture.”

Karol’s hardest challenge, though, was “limited time and the limiting belief that if I was in ministry, I could not be in sales! I realized that I could focus on education and allow people to choose for themselves what would best serve their families. Even though we are in direct sales, we are doing so much more. We are changing lives! God has given us a greater platform to help people with both their physical needs and their spiritual needs.”

Families Supporting Each Other

Karol’s sister, Elizabeth Copeland, took a next-day flight to share her newfound oils with Karol. Another sister, Lois Lane, flew up the coast from Florida to help Karol teach her first class, even though she is Karol’s crossline and received no financial benefit. “This is the culture we want to continue fostering on our team,” says Karol. “A culture of loving others and helping everyone succeed.” **Make it a priority to love your family and help them succeed.**



dōTERRA® WELLNESS ADVOCATE *Recognition*

TRIPLE DIAMONDS



PATRICK & ALLYSE SEDIVY

DOUBLE PRESIDENTIAL DIAMONDS



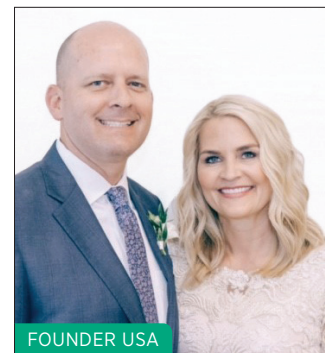
FOUNDER EUR
WES & HAYLEY HOBSON



FOUNDER TWN
DAVID & TAWNYA HSIUNG



FOUNDER TWN
STEVEN & MONICA HSIUNG



FOUNDER USA
BOYD & SANDY TRUMAN

DOUBLE BLUE DIAMONDS



JERRY & LAURA JACOBS



MARIE-KIM PROVENCHER

DOUBLE DIAMONDS



KENNY & REBECCA ANDERSON



ELENA BROWER



ANDY & NATALIE GODDARD



JUSTIN & KERIANN HARRISON



PAUL & BETSY HOLMES



KAI HSUN KUO & PEI LING SU



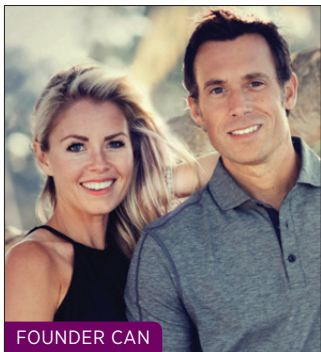
ERIC & ANDREA LARSEN



ANGIE NG

dōTERRA® WELLNESS ADVOCATE Recognition

DOUBLE DIAMONDS



ANGE & CHRIS PETERS



KACIE VAUDREY &
MIKE HITCHCOCK



TOSHIYA & IZUMI YANAGIHARA

PRESIDENTIAL DIAMONDS



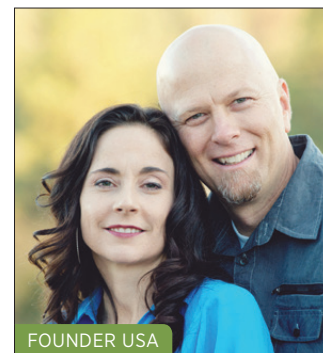
MATT & KELLY ANDERSON



TARA BLISS



CHRIS & KAREENA BRACKEN



JAMES & ROXANE BYBEE



HUNG WAI CHOI



MOLLY DAYTON



CHRISTIAN OVERTON & MARK
EWEN



SCOTT & RHONDA FORD

PRESIDENTIAL DIAMONDS



JEANETTE FRANSEN



JEFF & JEN FREY



LI & LANCE FRYLING



ROGER & TERESA HARDING



JOHN & MELYN HARRISON



LORI & JOE HAYES



SHANE & REBECCA HINTZE



NATE & BRIANNE HOVEY



CHUN MING HSU & HSIN PEI HSIEH



CHIH JUNG HUANG & CHEN CHEN CHANG



CLAY & JESSICA IDTINGS



MATT & SARA JANSSEN



LAI JAUCHING



JOSH & SEASON JOHNSON



JUI CHANG JUAN & CHIA HSIU TSAI



HENRIETTE KALGRAFF

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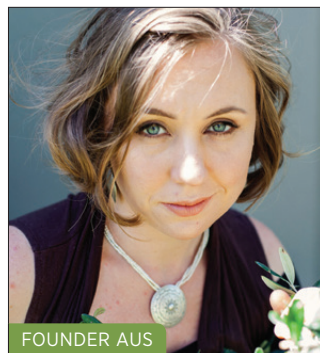
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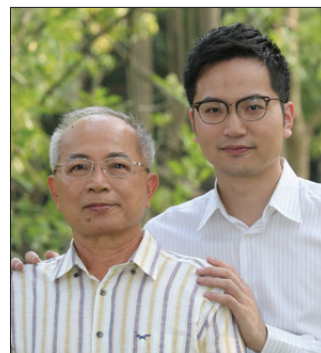
MATT & BAILEY KING



KYLE & KIERSTON KIRSCHBAUM



MIKALENA KNIGHT



WEN HUNG KUO & SHIH AN KUO



FUXIAN LI & LING LING ZHANG



ZACKERY & STEPHANIE MARTIN



JULENE MARTINDALE



JOSH & KEELI MARTINEZ



ANAC & FABIANO MONTARROYOS



NATE & DANA MOORE



KC & JESSICA MOULTRIE



ALICE NICHOLLS

PRESIDENTIAL DIAMONDS



FOUNDER JPN

SUMIKO NOBORI



FOUNDER JPN

RIYO OGAWA



FOUNDER AUS

PAUL & VANESSA JEAN
BOSCARELLO OVEN



ERIC & KRISTEN PARDUE



FOUNDER AUS

ADHEESH PIEL & SANTOSHI
STONE



FOUNDER AUS

KIM REID



FOUNDER AUS

JESSIE REIMERS



FOUNDER MEX

DANIELA & FERNANDO ROMAY



GARY & KARINA SAMMONS



FOUNDER USA

DAVE & PEGGY SMITH



BETTY TORRES



FOUNDER USA

GINA TRUMAN



MELODY & WALTER WATTS



CHRISTIAN & JILL WINGER



DANIEL & AMY WONG



FOUNDER TWN

PEI CHI YI

dōTERRA® WELLNESS ADVOCATE Recognition

PRESIDENTIAL DIAMONDS



SUN ZHONG & XI FUCHUN

BLUE DIAMONDS



ALICE ABBA



AMBER & JOHN ADAMS



PAUL & DELMAR
AHLSTROM



KEVIN & NICOLE
ALMEIDA



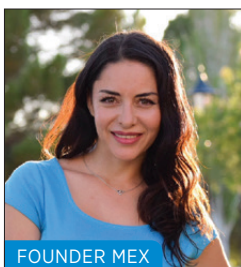
WILBUR & JESSICA
ANDREWS



DAVID & ASTI
ATKINSON



PETER & SUSIE
BAGWELL



FOUNDER MEX
LIZETH BALDEMAR
LIEVANO



FOUNDER EUR
MONIKA BATKOVA &
MARTINA VALNICKOVA



FOUNDER USA
DANIEL & CRISTINA
BENITEZ

BLUE DIAMONDS



KATRINE BERGE



KEN & WENDY BERRY



JANNA BERRY



GEORGIANA & KLAUS
BIRTHLER



JEREMY & MICKI
BOBERG



NATHAN & REBECCA
BOWLES



JENNIFER BRADY



MELODY BRANDON



NICK BROADHURST &
MELISSA AMBROSINI



ADAM & CAREY
BROWN



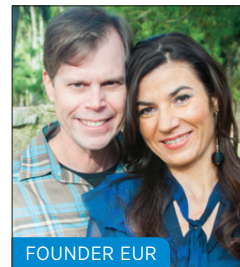
BEN & CAMI BUCHTA



SUSAN & DAN BURSIC



JEFF & CHERIE BURTON



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



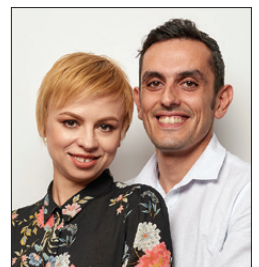
ETSUKO & RICK
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CORINNA CHUSE
BARRUS



CATALIN & ELENA
CIMPOESU

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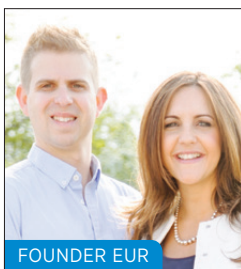
BLUE DIAMONDS



SPENCER & BRIANNA
COLES



RICHARD & ELIZABETH
COPELAND



ADAM COPP & ROSIE
GREANEY



MAREE COTTAM &
DIRK VANDERZEE



JAMES & TANYA
COTTERELL



VERN & JENNY
CRAWFORD



STEVE & GINNA CROSS



DANIELLE DANIEL



LEONIE DAWSON



FRED & CARRIE
DONEGAN



MARK & LINDSEY
ELLIOTT



SHAYE & STUART
ELLIOTT



DAVID & JULIANNE
ELLIS



KEITH & SPRING
ESTEPPE



EM FALCONBRIDGE



TIM & BECKIE FARRANT



CHRISTY & ANDREW
FECHSER



YUWEI FENG



DALE & TONYA
FERGUSON



ARIN & GABE FUGATE

BLUE DIAMONDS



CHIHO FUJIWARA



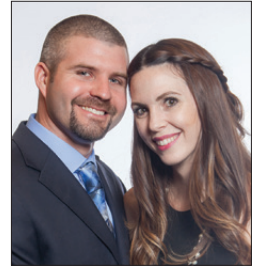
LOUIS FUSILIER &
MONICA GOODSSELL



MYLÈNE GAGNON



AL & MAUREEN
GARCIA



ANDY & MISSY GARCIA



MARC & JENN
GARRETT



JEFF & KATIE
GLASGOW



DR. ANDREW & RUTH
GOUGH



STEVE & KRISTINE
HALES



MATTHEW & SEANTAY
HALL



LINDSAY & CRAIG
HAMM



HUANG PO HAN



MARTY & JIM HARGER



AISHA HARLEY &
LARRY SPILBERG



FOUNDER MEX
IAN & PAOLA
HERREMAN



BRYANT & BRIANNA
HESS



JIM & LARA HICKS



CHLOE HILTON-CLOW



JENI HOUSTON



BENJAMIN & STEPHANIE
HOWELLS-SCOVILLE



CHING YING HUANG



MICHAEL HUANG



BRIANNE HURDAL



MARY HYATT



TAKESHI IGARASHI

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BLUE DIAMONDS



JAZZE JERVIS



XU MING JIANG



RACHEL JOOS



JEREMEY & ANNETTE
JUKES



TZU YUAN KAO



DRU & GINA KIESEL



AMY KILLINGSWORTH



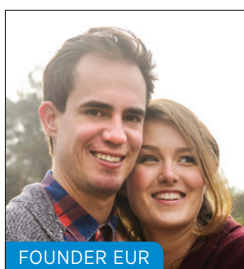
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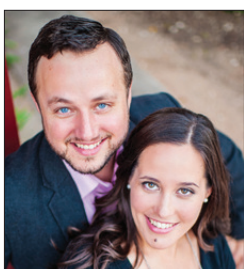
LAURA & SHAWN KING



FOUNDER JPN
ASAKO KOBAYASHI



FOUNDER EUR
WILLEM-PAUL &
LOUSSANNA KOENEN



JON & DUQUESA
LAMERS



LAURIE LANGFITT



FOUNDER USA
JUSTIN & TAHNA LEE



FOUNDER MAL & SGP
CHUA HONG LEONG &
LAW SHU LI



FOUNDER TWN
YU YIN LI



PO HSIU LIN & FANG SU
KUAN



JOANNE LING &
TRACEY FRY



FOUNDER TWN
CHIH JEN LIU & MAN
TSAI



LILLIAN LIU

BLUE DIAMONDS



GABRIEL & HOLLY LO



YEN CHEN LO



FOUNDER MEX
SOFÍA LÓPEZ DE LARA
& RODRIGO ALADRO



STEVE & RACHEL LOTH



YU JUNG LU



DWAYNE & TRACY
LUCIA



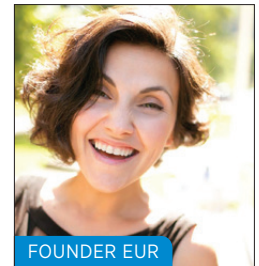
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DAVID & HEATHER
MADDER



KALI KO & MAILE MAIL



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SILVIA MALIK



ALONTO & DESIREE
MANGANDOG



TIM & EMILY
MASCARENHAS



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TERUMI MATSUSHIMA



AARON & TONYA
MCBRIDE



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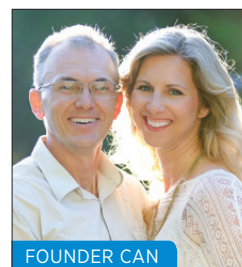
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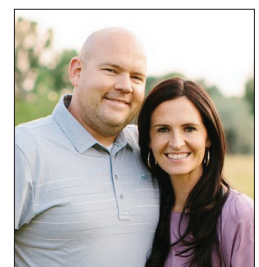
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BECKY METHENY



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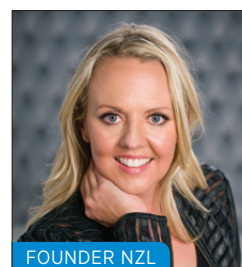
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LAM YEE MUN &
STANLEY HO



FOUNDER AUS
JODI & MARK NAYLOR



ROSIE NERNEY



FOUNDER NZL
DR. MARTHA NESSLER



JONATHAN & DEANNA
NICHOLS

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BLUE DIAMONDS



DR. ZIA & KY NIX



MITSUKO NOMIYA



JEFF & CRYSTAL
NYMAN



NATHAN & JENNI
OATES



RICHARD & JENNIFER
OLDHAM



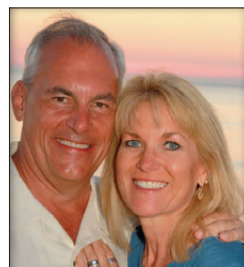
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PATENAUDE



CHRISTINA PETERS &
MICHELLE MCVANEY



LASSEN PHOENIX &
BRYAN HUDDLESTON



DAVID & VICTORIA
PLEKENPOL



GERALYN POWER &
DANIEL SALOMONS



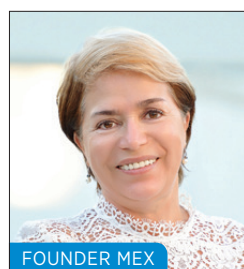
AUBREY & BOBBY
PRUNEDA



CLAIRE PULLINEN



SABINE & MATTHIAS
QUARITSCH



PATRICIA QUIROZ RIOS



JENNA & ANDREW
RAMMELL



ROD & JEN
RICHARDSON



BURKE & NATALIE
RIGBY



SETH & JENNY
RISENMAY



FRANK & JACQUELINE
RITZ



AUDRA ROBINSON

BLUE DIAMONDS



JUDY RUSHING



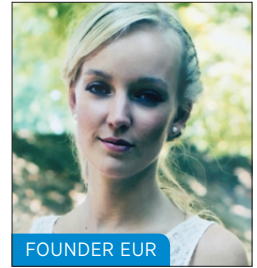
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JOSIE SCHMIDT



TENILLE & MATT
SCHOONOVER



FOUNDER EUR

TJASA SERCER



JEFF & DIANE
SHEPHARD



FOUNDER USA

TERRY & LIL
SHEPHERD



RYAN & DANI SMITH



WILL & MARCY
SNODGRASS



DR. MARIZA SNYDER &
ALEX DUNKS



MEGAN SPOELSTRA



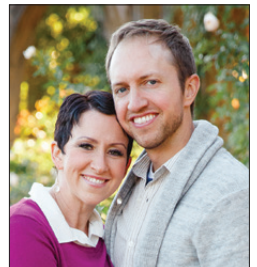
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STAVOLA



JIM & TAMMY
STEPHENS



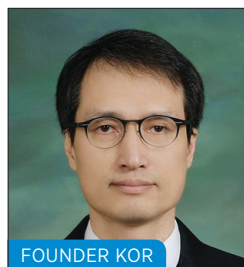
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STEVENS



LAURA STOKER



JEFF STYBA



FOUNDER KOR

HOON SUH



FOUNDER JPN

HIDEMITSU & YOKO
TAKEDA



HIROMI TANAKA



FOUNDER TWN

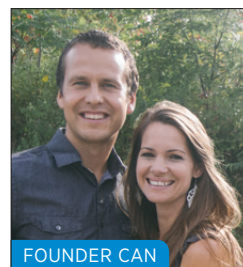
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CHIAH LING LI



PAMELLA TANIMURA



BILL & MEAGHAN
TERZIS



FOUNDER CAN

BRAD & DAWNA
TOEWS



MATT & ALICIA
TRIPLETT

dōTERRA® WELLNESS ADVOCATE Recognition

BLUE DIAMONDS



JASON & ALLISON
TRIPP



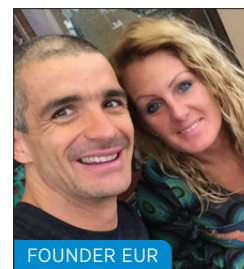
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KARI UETZ



MARK & LORI VAAS



FOUNDER EUR
KAROLY & REKA VACZY



SHANE & KRISTIN VAN
WEY



CIERRA & TANNER
VANDERPOL



MICHAEL & SARAH
VANSTEENKISTE



JOEL & SHERRI
VREEMAN



CHARLES & HELEN
WANG



TIENH SIUNG WANG &
HSIU CHI LIN



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WENDY WANG



JOHN & KALLI WILSON



LISA WILSON



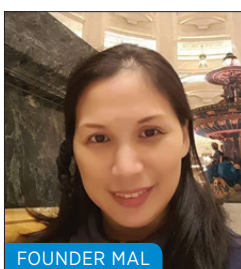
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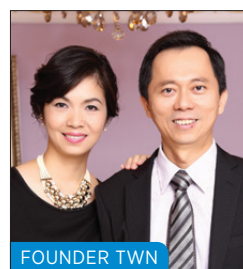
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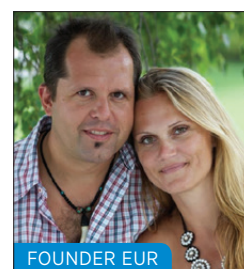
EDWARD & LINDA YE



FOUNDER MAL
WINNY YEOH



FOUNDER TWN
HUANG HUI YU & WEN
CHIANG SU



FOUNDER EUR
MISKA & ROMAN
ZACKA

BLUE DIAMONDS



LIE ZHAO

BLUE DIAMONDS NOT PICTURED:

ELIEZER MAGALHAES MAIA

DIAMONDS



KEVIN & KIM ABAIR



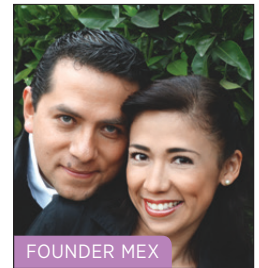
DR. JOHN & JENNIFER
ACCOMANDO



ANASTASIA ADAM



KATIE ADAMS



FOUNDER MEX

BRENDA ALTAMIRANO
& OSCAR CORDERO



FOUNDER MEX

LORENA ALVARADO
MORALES



KELLY ALVIS



NEAL & ERIN
ANDERSON



SARAH KATE & CRAIG
ANDERSON



CLAUDIO & JANA E
ARANCIBIA



FOUNDER MEX

LUZ MARÍA ARGUELLES



FOUNDER CAM

ANA LEDA ARIAS &
CARLOS PANIAGUA



JUSTIN & BRIDGET
ARNOLD



MICHELLE ASMUS



KAREN ATKINS

DIAMONDS



PETAH-JANE
AUCKLAND-HALL &
URA P AUCKLAND



ROBYN AZIMA



BENTON & ELIZA
BACOT



DIANA MARIA BAGHIU
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JORGE TENORIO



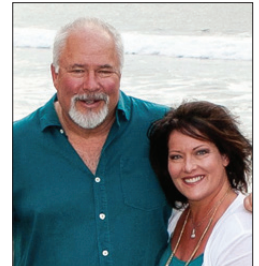
BEN & JADE BALDEN



FAINA BALK



KENDRA BAMFORTH



RICK & HAYLEY
BAMMESBERGER



MACKENZIE BANTA



ERIC & BECKY BARNEY



ADAM BARRALET



JAYNE BARTLETT



ANTHONY & ALISON
BARTOLO



JEREMY & CARLY
BAUTISTA



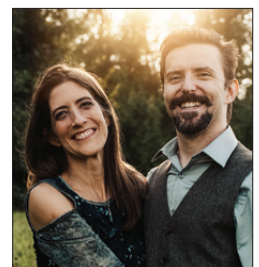
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ASHLEY & CHRIS
BEANS



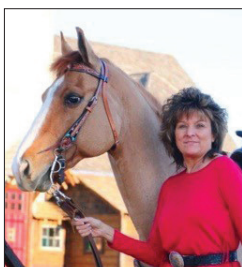
LISA BEARINGER



DAWN & MARK BEHM



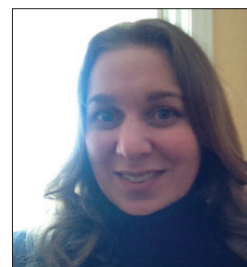
RENATO & RITA
BEIRÃO



JUDY BENJAMIN



JOY BERNSTEIN



JENNIFER BEST



MELFORD & CONCETTA
BIBENS

DIAMONDS



BRIONY BIRD



JENNIFER BITNER



NATALIE BLACKBURNE



ERIN BLOTT



CLAUDIA
BLUMENTHAL



JAMIE BOAGLIO



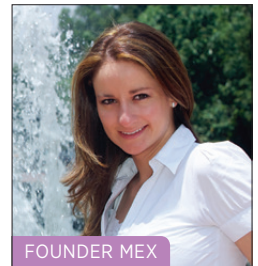
JON & KENDRA BODINE



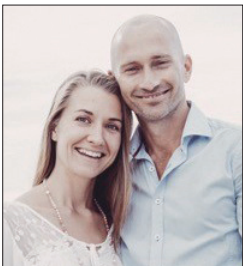
ANNIK BOILY



LADONNA BONTRAGER



FOUNDER MEX
LOURDES BORNACINI



ANASTASIA BORSERIO
& ZACHARIAH
AURELIUS



LAILAH ROSE BOWIE



FOUNDER EUR
BECKY BOWLES



MICHAEL & MICHELLE
BOWLES



DR. JAMIE &
CHRISTINA BOYER



ALINA & RAUL
BRACAMONTES



TIM & CARRIE BRADLEY



TAMMY BRAYE



JASON & KAMILLE
BREUER



ALLISON & BILLY
BRIMBLECOM



RACHELL
BRINKERHOFF



JAKE & ALEXA
BRODSKY



KEVIN & LATARRAN
BROWN



RUSS & CHAR BROWN



STEVE & BRENDA
BROWN

DIAMONDS



ANNIKA BUCKLE



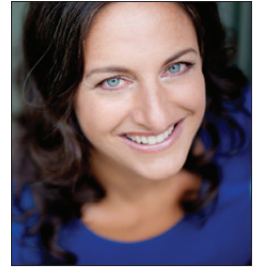
KORINA BUEHRER



ERIKA BUTLER &
RICK HENRARD



ELISABETH BUTTURA



CAROLINE CAIN



CLAUDIA CALDERON



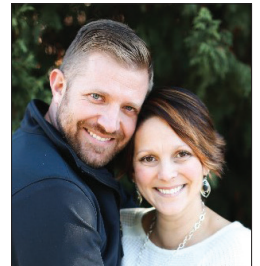
ANNE CALHOUN



ISABEL & DANIEL
CALKINS



DAWN & MARCELLO
CALVINISTI



LORI & CHRIS
CAMPBELL



SAM & TIM CANNELL



MELISSA CANNON



ERIKA & JOHN
CAPPELMANN



ASHLEY CAREY



BEN & ADABELLE
CARSON



RACHEL & DARYL
CARTER



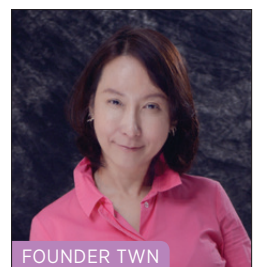
DAVID & ANDREA
CAUFFMAN



KUI FEN CHANG



MING YI CHANG



SHUANG SHUANG
CHANG



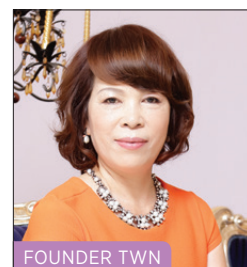
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CHAPMAN



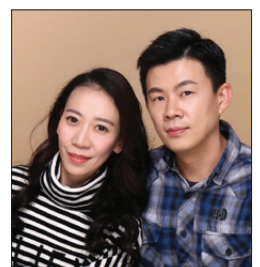
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FANG CHIH CHEN

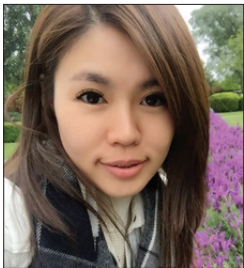


FU YU CHEN



HSIN CHIEH CHEN

DIAMONDS



WANG PEI CHEN



WEI-FANG CHEN



YEN YU CHEN



YING CHEN CHEN



MEI LING CHENG



FOUNDER MAL & SGP
BRYAN CHEW



CHUN HSIANG CHIANG
& YU CHENG TSAI



CHIH HSUN CHIEN & SU
JU HUNG



CHIH MING CHANG
CHIEN & HSIU CHU
TUNG



DAVID & JACLYN CHILD



YU CHEN CHIU



GINA CHO



FOUNDER USA
GREG & MARTI
CHRISTENSEN



JOSIAH & MELISSA
CHRISTOFFER



LI HUI CHUAN



YUNG YANG CHUANG
& HAN CHIN HSU



TROY & DOROTHY
CIVILLO



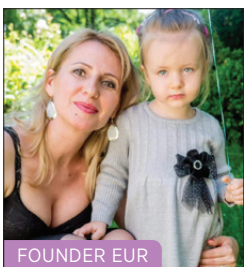
DAPHNE & DARRIN
CLARK



DARRYL & ANNIE
CLARK



MARC & ROMI CLARK



FOUNDER EUR
RONELA CLEP



REEDA CLOSE



ANDREW & SHANNON
CLOUGH



JODI & JASON COBB



FOUNDER CAN
ALLISON COCHRAN

DIAMONDS



BRETT & FARRAH
COLLVER



MIRIAM ADA
COMANICIU



MATTHEW & AMIEE
CONNER



SHANE & CAREN
CONSTABLE



WILLIAM & KARI
COODY



JOAN COON



NANCY COUTURE



KENT & STEPHANIE
CRANE



AMY CRAWFORD



JOHN CROFT & NOEL
BLANCHARD



NATALIE CUTLER-
WELSH



ERIN D'INTINO



ASHLEY DAIGE



TANJA & MONIR
DANIELS



VICTOR & AMANDA
DARQUEA



DURELL DARR



BRAD & JULIE DAVEY



RACHEL DAVIES



MIKE & LORI DAVIS



SAMANTHA DAVIS



KEITH & KENDRA DAVY



AIMEE DECAIGNY



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JAMIE & TED DIBBLE



AMANDA DIBIASE

DIAMONDS



VICKIE DICKSON



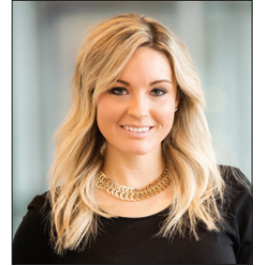
LEIA DILLON



MEGAN DILMORE



ERICA DOLAN



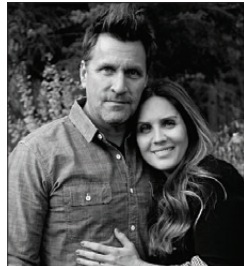
BONNIE DONAHUE



JENNIFER DONOVAN



KARINE DOSTIE



CURT & TONIA
DOUSSETT



COURTNEY DOW



ROGER &
EMMANUELLE DUCE



DAVE & LIZ EATON



ANDREW & BROOKE
ELIA



LORRAINE ELJUGA



ROSALIE ELLIOTT



SAYAKA ENDOU



DENNIS & MARY
ENGLERT



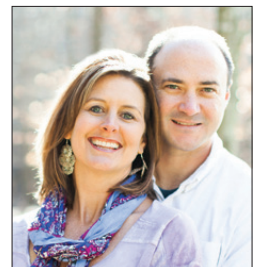
CAROLYN ERICKSON



DR. MELISSA & EVAN
ESGUERRA



PAOLA & SILVANO
ESPÍNDOLA



HEATHER ESSLINGER



ROLANDO & JESSICA
ESTRADA



CHERI & CHAD EVANS



DARNIE EWART &
STEPHEN NATTRESS



FORREST & LESLIE
EXLEY



DAMIAN & JENNA
FANTE

DIAMONDS



LEONIE
FEATHERSTONE



KNUT & CHRISTY
FEIKER



DANA FELDMEIER



DANIEL & MICHELE
FENDELL



DR. ROBERT & KIYLA
FENELL



YII FENG



SHERRIE FERRELL



CATE FIERRO



BARRETT & CARA
FINES



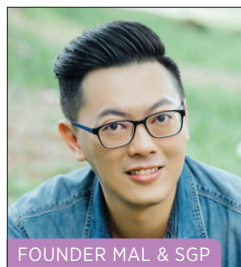
TERRY FISHER



MARLENE FLAX



SAMSON & LETICIA
FOLAU



HENRY FONG



LIM MIAN FOO



HALIE FORRE



MEGAN FRASHESKI



AARON & WENDY
FRAZIER



SHELLEY FUGE



KAORI FUJIO



RAPHAELLE GAGNON



LESLIE GAIL



JENNY GANN-
DUDGEON



GINO & AMANDA
GARIBAY



DAVID & CRYSTAL
GARVIN



ANGELA GEEN

DIAMONDS



NICULINA
GHEORGHITA



BRANDON & LINDSEY
GIFFORD



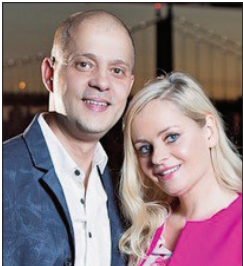
REBECCA & BRIAN
GILLESPIE



ISABEL GIORDAN



BRAD & TOBI GIROUX



DIANE & VIKTOR
GJELAJ



TAMALU GLENDE



THOMAS & AMY
GLENN



TESS GODFREY



VERONIQUE GOLLOHER



FOUNDER MEX
ERICK GONZALEZ



LUKE & TERESA
GOODLETT



ALICIA GOODWIN



JAY & DEBBIE
GORDON



JUENE GOTTSCHLING



BÉNÉDICTE GRAF



ADAM & LEAH
GRAHAM



LINDSEY GRAHAM



SUEANN GRANN



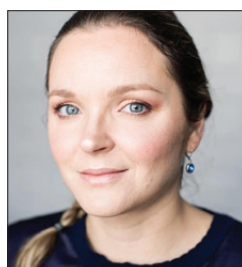
MICAH & KRISTA GRANT



DARREN & ROSIE
GREMMERT



MADHAVI YVONNE
GUEMOES



LISON GUÉRETTE-
CAPONY



CHRISTOPHER &
KELSEY GUERRA



CURT & CAROL ANN
GUEST

DIAMONDS



LINDSEY GUNSAULS



ANDRAS GYENIS &
MELODY GYENIS-ANGYAL



KEN & SANDRA
HACHENBERGER



MINOLA HAJA



TASHA HAKEEM



ANASTASIA & AARON
HALCOMB



HANNAH HALLER



ERIN HALLINAN



KIRK & JENNIFER
HAMILTON



RENE HANE BUTT



KARA HANKS



DR. SANDRA HANNA



DINAH HANSEN



MEGHAN HARLOW



NATALIE HARRIS



ROXANNE HARRIS



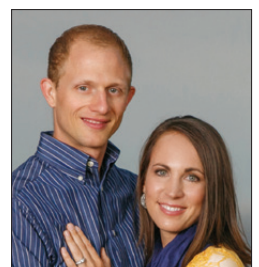
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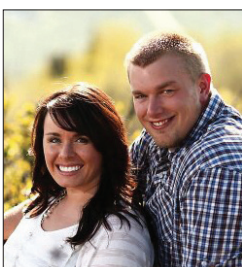
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HARRISON



TODD HART



SCOTT & SHYANNE
HATHAWAY



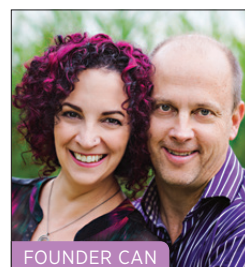
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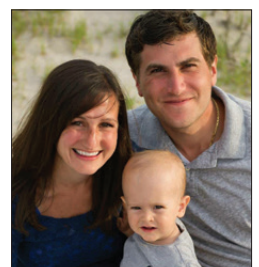
ALLISON HAYS



ELLIE HEDLEY



DRS. MARISSA HEISEL &
PETER KRAVCHENKO



ANTHONY & DANIELLE
HEIZENROTH

DIAMONDS



ERIKA HELBING



PAUL & TERI HELMS



SUSAN HELZERMAN



GORDON & JULIE
HERBERT



RYAN & MELISSA
HERMAN



TERRY & MARIA
HEUSER-GASSAWAY



JESSE & NATALIE HILL



JULIE & KAULIN HINTON



ELIZABETH HO



HUIWEN HO



LI LING HO



GREGORY & SUSANNA
HOBELMAN



BILL & JODY HOFFMAN



SHALEEN HOGAN



LINE HOLDAL



TONI & ROBERT
HOLLAND



CAROL HOLTZ



JOY HORSEMAN



HANNAH HORTON



OSVALDHO HOSORNIO



KATHY HOULE



JESSE & BREANNE
HOUSTON



KELLI HOWIE



CLIN HSIAO-CHING



CHIA LIN HSIEH

DIAMONDS



YUE WEN HSIEH



SHU CHIN HSU



TE FU HSUN & CHING
SHUE WANG



JEFFERY & MIRANDA HU



HO NIEN HUANG



ROCHELLE & JOSH
HUBBARD



MARY KAY HUESDASH



AMY HUFFMAN



CHRISTY & REID
HUGHES



CARLA HULLEMAN



JEANESE HUMBERT



MARGHERITA
HUMPHRIES



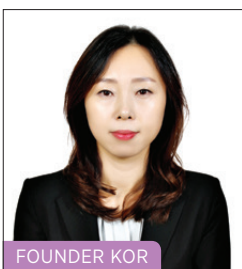
CHIA-HSUAN HUNG



RICK & KATHY
HUNSAKER



KATIE HUSSONG



KUN YOUNG HWANG



BOO KYUNG IM



CHE MYUNG IM



CYNTHIA INCZE



CHRIS & AMY INNES



DR. DAN & KELLY
IRIZARRY



JACKIE ISLES



BROOKE ISSA



CHIHARU ITOU



KOZUE & NOBUAKI
ITOU

DIAMONDS



REBECCA JACKSON



JASMINE JAFFERLI



SABINE & HARALD
JAHN



JAN JAMES & RICHARD
BRADLEY



ROB & WENDY JAMES



EUN-JI JANG



JOSH JELINEO & BEBE
MCFALL-JELINEO



HA BONG JEONG &
EUN KYUNG LEE



CHRISTINA & LEWIS
JESSUP



AARON & JESSA
JOHNSON



KILEY & NORA
JOHNSON



TONY & DONETTE
JOHNSON



MARIO JÖLLY &
SABINE BUCHNER



BRIAN & RACHEL
JONES



JARED & RACHEL
JONES



JOLYNN & BRAD JONES



LELAND & ROBIN
JONES



LISA & RICHARD
JONES



TIFFANI JONES



HAGAN & DENA
JORDAN



LISA JURECKO



NICO KAGUYAMA



KUO HSIANG KAI



CHIAH HO KAO



TOMOKO KATAOKA

DIAMONDS



FOUNDER JPN

MASAMI KAWAI



DR. PATRICK & JILL
KEIRAN



LOUISE KELLY



ASHLEY KEMA



JO KENDALL



JACK & TRACI
KENNEBECK



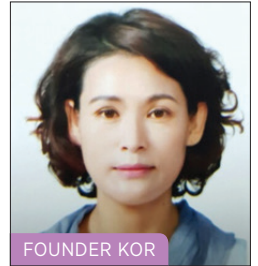
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DR. JENNIFER KEYS



NICK & DYANNA
KILLPACK



FOUNDER KOR

KYUNG A KIM



CADE & DOMINIQUE
KING



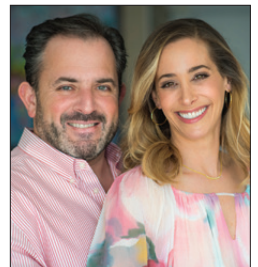
MELISSA KING



MIE KIRA



KENTA KIRIYAMA



JESSICA HERZBERG
KLINGBAUM



MIKE & MEGAN
KNORPP



DR. SEAN & WENDI
KOHLER



MICHIYO KOIDE



MIKIKO KOIKE



FOUNDER JPN

MIKI KOJIMA



JENNIFER KOURTEI



ANDREA KREY



JOE & AMBER KROPF



JESSICA KUIKEN



PU LI KUO

DIAMONDS



NANAKO &
YOSHICHIKA KURIKI



FOUNDER EUR

JON ERIK & LYNN
KVAMME



AUDREY LAFORGE



DAVID & LOIS LANE



CAROLYN LANGE



SHARA LANGFORD



ALISON LANGRIDGE



FOUNDER USA

DANNY & NICOLE
LARSON



ALISHA & JONATHAN
LATOUR



DERRICK & TARA
LAUGHLIN



JAMES & MICHIE
LAYTON



FOUNDER USA

NOLAN & PAT LEAVITT

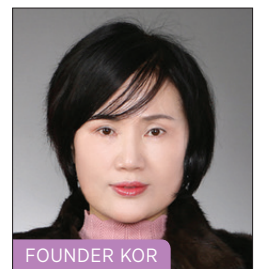


FOUNDER MAL

ANNDALYNN LEE



JOHN & CAROLINE LEE



FOUNDER KOR

KYUNG MI LEE



DIANE LEFRANDT &
JESSICA SMUIN



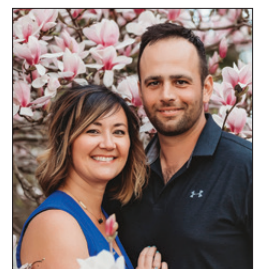
VAL LEIGHTON &
DARYL TREMBATH



ARLA LEINS



JASMINE LEMOYNE



REBECCA LEONARDES



ZACH & KYLENE
LESSIG



LENA LEVI



CHAD & JODI LEWIS



CHENG CHI LI & WEN
YI TE

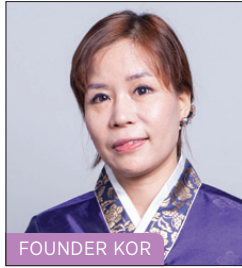


HSU CHIH LI

DIAMONDS



TINGYI LI



FOUNDER KOR

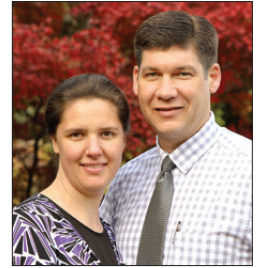
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AMBER LIN



WU HAN LIN & WANG YUAN



JOHNATHAN & RACHEL LYNCH



HUNG HSUEH LING



LORI LISHAN



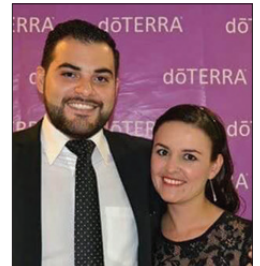
FOUNDER MAL & SGP

LEE SEANG LOOI



FOUNDER MEX

CAROL LÓPEZ & LUIS ESTÉVEZ



CECILIA LÓPEZ DE LARA & ANDONI ROMERO



ANA SOFIA LOPEZ RUIZ



KATRINA LOTTS



AVASA & MATTHEW LOVE



SHELLY LOYD



FOUNDER TWN

FU LUN LU & CAROL SUNG



PEI CHEN LU



YVETTE LUCIANO



JEN LUKE



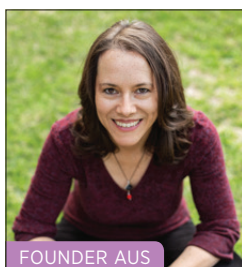
JING MA & JINHUI WANG



BETTY MAGILL



JAMES & CYNTHIA MAGUIRE



FOUNDER AUS

TANYA MAIDMENT



KELLY MALLINSON



REYNA DANIELA MANCILLA LOPEZ



ELIZABETH MARA

DIAMONDS



FOUNDER EUR
IOANA MARGINEAN &
RAUL OVIDIU



FOUNDER CAM
MILTON MARIN



FOUNDER EUR
LENKA MARKOVA



TAMARA & ANDREAS
MARTI



SUZY MARTYN



ELIZABETH & MANNY
MATSAKIS



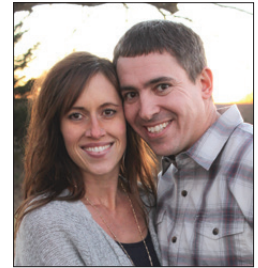
MAIKO MATSUMOTO



FOUNDER JPN
SHOKO MATSUYAMA



ROSETTA MATTHEWS



PAUL & KRISTIN MAYO



VICTORIA MCADAMS



TONY & AIMEE
MCCLELLAN



KEITH & KERI MCCOY



CHRISTINE MCCUE



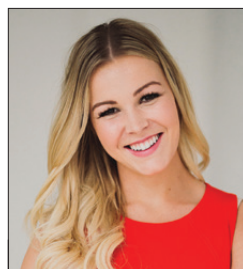
BRITTANY MCDONALD



SHARON & JASON
MCDONALD



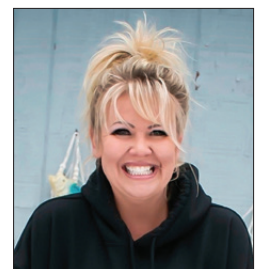
SUZANNE & ROBERT
MCGEE



BRITTANY MCLEAN



JOHN & EILEEN
MCLEAN



JEANNE MCMURRY



CHEN CHIU MEI



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EMILY MIEREN



DAVE & DELYNN MILLER



DAVID & TAMMY MILLER

DIAMONDS



JIM & AMY MILLER



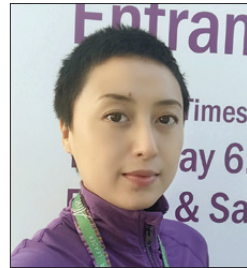
JUSTIN & ASHLEE
MILLER



KAREN MILLER



LIU MIN



QU MING



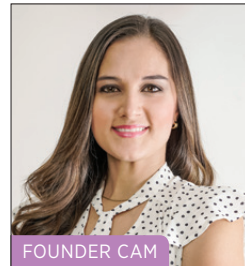
CARLEE & JUSTIN
MODRA



TIFFANY MOMBERGER



SILVINA MONGE &
RODRIGO ASSAEL



FOUNDER CAM
ANDREA MONGE
MARIN



KAYLA MONSON



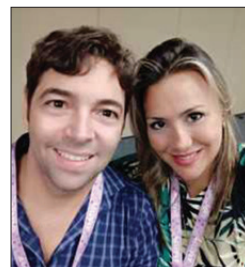
GREG & DR. JULIE
MONTGOMERY



DRS. BRETT &
RAEHEL MORAN



LAURA MORANDI



RUBENS & DUDA
MOREIRA



CECILIA MORENO &
JAIME HINOJOSA



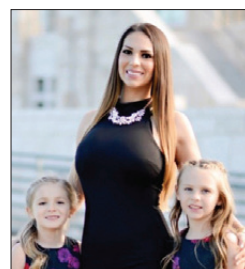
SHANNON MORGAN



MICHAEL & MELISSA
MORGNER



MARIE-CHRISTINE
MORIN



SOPHIA MORRISON



JANELLE & JUSTIN
MUELLER



FOUNDER SGP
SRI MULYADI & PAUL
FILMER



YUKARI NAKAGAMI



HARUMI NAKATA



HOWARD NAKATA



TED & ALISIA NELSON

DIAMONDS



JOSÉ JORGE FAHD
NETO



FOUNDER EUR
CHRISTIAN NEUDEL &
GABRIELA HÄUßNER



JULIA NICHOLSON



JEFF & BROOKE NIGL



AYAKA NODA



KIMIKO NOMURA



BENKOVICS NORBERT



ERIC & KRISSY
NORDHOFF



AUSTIN & AMBER
NORDSTROM



KERRY & DENISE
NORRIS



RENEE NOVELLO



ADAM & TAMI NUHFER



BERNADETTE
O'DONNELL



HELEN O'GRADY



FOUNDER AUS
KERY O'NEILL



FOUNDER NZL

JOCELYN OADES



NARU OGISHI



MARIKO OHTA



MUNEHIRO OKUMURA



FOUNDER JPN

KEIJI & EMIKO
OKUYAMA



ALLEN & BROOKE
OLIVER



JOHN & AMANDA
OLSEN



STEPHEN & DAWN
OLSEN



CHRISTOPHER & AMY
OUELLETTE



FOUNDER AUS

JOHN & PAULA
OVERBEEK

DIAMONDS



JOHN & KIM
OVERPECK



KATHY PACE



MELODY PAINTER



CHAD & CASSIE PALS



MARANATHA PARKE



ROBERT & JANELLE
PARRINGTON



RODNEY & ELAINE
PARSLEY



SANDRA PASCAL



JOHN & LAURA
PASTERNAK



CYNTHIA PATIENCE



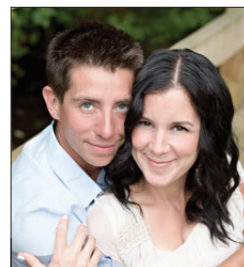
HOLLY PAURO



KUO CHING PENG & LEI
HSIN YANG



ANNA PENICK



SARAH-JANE PEPPER &
TYLER HERR



SARAH PERKINS



MARCO & SABRINA
PETROLLINI



SPENCER & LAURA
PETTIT



MALCOLM & AMY
PHILBRICK



BETH & RYAN PHILLIPS



ARIANNA PIENAAR



FOUNDER MAL

FOO SIEW PING



BRIAN & JEN PINTER



LINDSAY & DANIEL
PLANTIN



REGAN PLEKENPOL



TOM POLIFKA

DIAMONDS



KATRINA & MATTHEW
POTTER



MAYRA & STEPHEN
POWERS



JESSICA PRESS



JESSICA PRESTON



RACHEL & CLINTON
PROUD



MYRA QUINN



JACOB & ABI RAINES



FERENC RÁKSI



CLAUDIA RAMIREZ &
SERGIO ANGE ABUNDIS
RODRIGUEZ



KRISTEL RAMIREZ



JAMIE & JUSTIN
RATHJEN



CORRIE RATZAT



DICK RAY & STACY
PAULSEN



PETER & CLAIRE REA



HANNAH REASONER



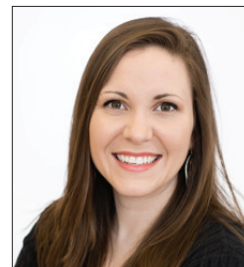
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NICOLETTE REYNOLDS



KARI RICHEY



CHRISTY RICHMAN



WINDI & SAMUEL
RIFANBURG



ADAM & NISHA RIGGS



JENNIFER & VERON
ROBERTS



SHAWN & AMANDA
ROBERTS



ROSALIE ROBERTSON



JAMES & KELLY
ROBISON

DIAMONDS



CHANTAL ROELOFS



BRITTANY ROSCHECK



MICHAEL ROTHSCHILD



ANDREW & MINDY
ROWSER



JOANNA RUSLING



CHRISTINE RUSSELL



DR. ANDREA RYAN



JESSICA RYAN



KARI RYAN



KATRINA RYAN



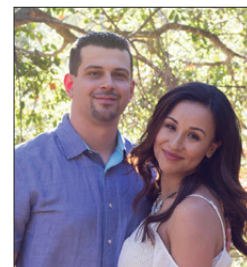
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FEN TSENG



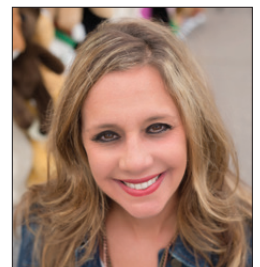
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RUI & JEANA SANTOS



CLAUDIA SAPUTO



STACEY SARROS



MISA SASAMOTO



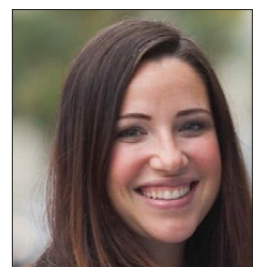
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SARAH SCHUMACHER



JANE SCHWEITZER



BROOKE SCOTT



JUDITH SEARS



TERRI SELDON



MAGALI SERMONDADE



WENDY SHATTUCK



HELEN & MARK SHAW

DIAMONDS



KEVIN & KESHIA
SHEETS

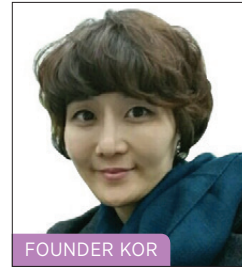


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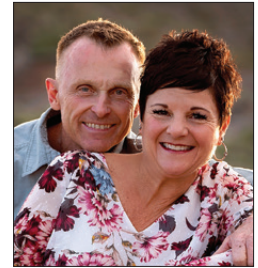
FOUNDER AUS

MARK SHEPPARD &
RANI SO



FOUNDER KOR

EUN YEONG SHIN



LARRY & NIKKI SHORTS



HUA LIN SHOU & MIN
JUNG KUAN



KIMBALL & YUKO
SHUTE

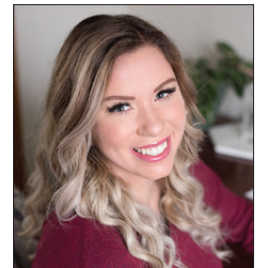


FOUNDER AUS

ROBYN SIMON



SAVVY SIMON



KELSEY SIMS



MARY SISTI



JANA SLACHTOVA



KIM & DARREN SMADIS



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



DRS. JORDAN &
TRACEY SMITH



KALI SMITH



LANA & KIRK SMITH



JENNIFER SNELL



JOE & LAURA SOHN



CALEA & KEVIN
SOUTER



ASHLEY SROKOSZ



DAVE & CALLIE
STEUER



JULIE STOESZ



VICTORIA
STRELNIKOVA

DIAMONDS



HANYI SU & CHIHFAN HUANG



SHENG HAO SU



YEN TING SU



FOUNDER MEX
JUAN CARLOS SUÁREZ & ARACELI VALENCIA



DR. MARA SUSSMAN



JEREMIAH & BETHANY SWEET



SAMUEL & MELISSA TÆU



HIROE TAKAHASHI



TOMOMI TAKAHASHI



CHIEKO TAKEKAWA



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MICHELLE & SCOTT TEASE



CRISTINA TEIXEIRA



JOE & ANNE TETZLAFF



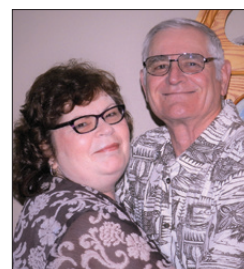
FOUNDER MAL
PAULINE TEY



PRAMELA THIAGESAN



ALICIA THOMAS



DR. LYNN THOMPSON



FOUNDER EUR
PER THOMSEN & ELIN HEMNES



TYLER & KRISTIN TIGGES



LINDA TILLEY



BILL & ERLEEN TILTON



MICHAEL & JEN TOMAZINCIC

DIAMONDS



GLENN & JESSICA
TRAVIS



FOUNDER HKG
STEPHEN & YVONNE
TSAI



FANG CHING TSAO



TSAI TING TSO



FOUNDER AUS
CHERIE & MAX TUCKER



KARI TURNER



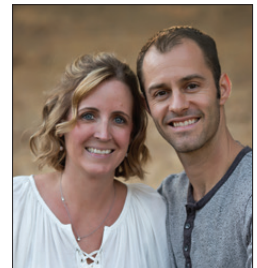
RENEE & BYRON
TWILLEY



PHILLIPA TYLDSLEY



CAITLIN TYNER



RYAN & MELISSA
VALLELUNGA



JODI & AARON
VANDERSTAAY



FOUNDER EUR
ANNA VASKOVA-
MOTYLÍK



CHAD & ESTHER
VERMILLION



SONDRA VERVA



EDDIE & ANGELA
VILLA



CARRIE VITT



BROOKE VREEMAN



SERGEY
VSEKHSVYATSKIY



CATHI & BOB WAAKES



HEATHER & AARON
WADE



CHERYL & ALAN
WAELBROECK



TARA & JUSTIN
WAGNER



KENNY & STEPHANIE
WAHLBERG



CHAD & SUSIE WALBY



LORINDA WALKER

DIAMONDS



AMANDA
WALLJASPER-TATE



BRENT & JENNY
WALSH



MICHELLE WARD



BEN & MEGAN
WARDEN



JESSICA WARNER



DANYEL WATERS



NATE & KAROL
WATKINS



DANA & DAVID WATTS



ELISABETH WATTS



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



AMY & CHARLIE
WIDMER



HAYLEY & BEN WIESE



ALANA & KYLE
WILSON



ROB & MELISSA
WILSON



MAKO WILTON

DIAMONDS



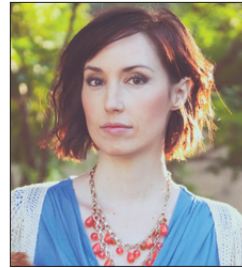
JULIE WINDER



MEGAN WINFREY



CAROLYN WISEMAN



DANELLE WOLFORD



JOHN & CHRISTINA
WOMBLE



MARK & TINA WONG



VANESSA WOOLEY



KRISTIN WORLEY



JOHN & JESSICA
WRIGHT



FOUNDER TWN
CHING CHUN WU



MEI HUNG WU



FOUNDER TWN
TUNG HAN WU



JOEY & CACHAY
WYSON



XU KE XIN



YUKO YAGUCHI



MIDORI YAMAGUCHI



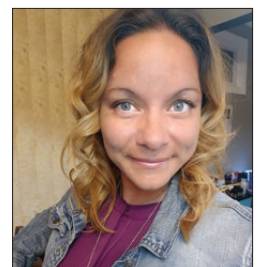
MIKI YAMASHITA



FOUNDER JPN
HIROKO YAMAZAKI



DING YAN



JENNIFER YATES



CHANG CHING YIN



CHANG LING YING



SU CHIN YING



ELENA YORDAN



ELIZA YOSHIDA

DIAMONDS



FOUNDER JPN

FUMIKO YOSHIMOTO



FOUNDER JPN

MIHO YOSHIMURA



FOUNDER JPN

YASUNORI
YOSHIMURA



FOUNDER JPN

ATSUKO YOSHITOMI



JOHN & DEBBIE
YOUNGGREN



TERUMI YUASA



FOUNDER KOR

SANG MOK YUN



SHERRY ZAK



KRISTI ZASTROW



REBEKAH & JOE
ZELENKA



GARY ZHOU & LAURA
WANG



SCOTT & LISA ZIMMER



CHRYSTELLE
ZIMMERMAN



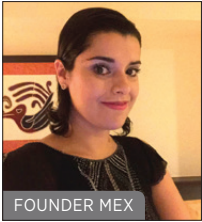
ELISABETH
ZOTLÖTERER

DIAMONDS NOT PICTURED:

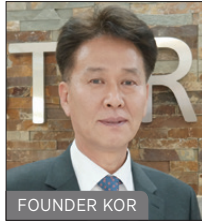
WEI-CHEN CHEN & HSIU-
MIN HUANG
GEORGE JR. KLEINSASSER
HERBERT TAI CHIU LEUNG

EZEQUIEL MAIA FEITOSA
& VANUSA DA SILVA
SIVIRINO FEITOSA

PLATINUMS



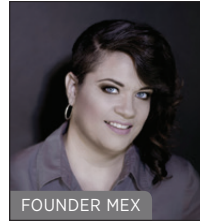
FOUNDER MEX
PENÉLOPE ABOITES



FOUNDER KOR
YOUNG HO AHN



FOUNDER MEX
CARLOS ALCANTARA



FOUNDER MEX
AMANDA ALFARO



KATHY & BRAD
ALLDREDGE



LACEY ALLEN-DURAN



KATCHIE ANANDA



CAROLYN
ANDERSON



DAVID & SHANNON
ANDERSON



RODRIGO ANDRADE



KELLY ANDREWS



JENNIFER
ANTKOWIAK



JIMMY & ANGELA
ATKIN



ROBYN ATTICKS



ROBERT & KELLEY
AUGI



AUDRA & BRIAN
BAILEY



SUSANN BAKKEN



BAKTY & TAMAZEEN
BARBER



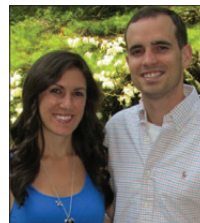
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REBEKAH BARLOW



JEFF & TAMARAH
BARTMESS



BRADEN & CAMILLE
BAWCOM



HEIDI BECK



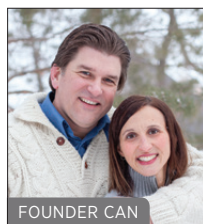
JERRY & AIMEE BECK



FOUNDER KOR
DONGCHOL & SOON
BYUNG BEH



PAUL & LISA
BERGMAN



FOUNDER CAN
MARIE & HARLAN
BERWALD



ALEESHA BIRCH



CHERIE BIRKS



SARAH & CRIS BLAIR



SUZANNE BLALOCK



SARAH BLAND-
HALULKU



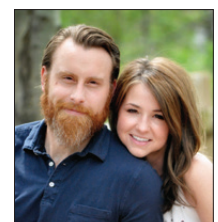
FOUNDER EUR
ZOLTÁN BOKROSSY &
ZSUZSANNA BOKROSSYÉ
PÁSZTOR



RYAN & JESSI
BOSCHMA



RUTHI BOSCO



MARK & REBECCA
BOTTS

PLATINUMS



FOUNDER CAN
JONI BRADLEY



PATRICK & KATHRYN
BROWN



EMILIA BRUCH
NEMCOVA



TONI BUNTING



DANIELA BURLACU



JOHN & LAUREN
BUSCH



KATE CALLAGHAN



LISA CANIPELLI



JONATHAN & AMY
CARVER



AMY CASSIDY



SANDRA CERVANTES
MONTENEGRO



SHIN TING CHANG



SHU NING CHANG



YVONNE CHEAH



FEI NI CHEN



TSAI YING CHEN



LUO YU CHI



ANGELA CHILDS



FOUNDER MAL
DR. TAN KUI CHIN



HUNG YI CHUNG



JESSICA & NIC CLARK



MIKE & RACHELLE
CLEARY



SIMONE CLOAKE



RICK & ALISSE COIL



DANIEL & ANGELIA
CREWS



KARLE CROWLEY &
STUART DIXON



SHANNON CUTTING



SIGRUN CZECH



BRITTANY & ANDY
DAVIDSON



PAULETTE DAVIS



JOYCE DAY



SOFIA DE HOYOS
CORREA



SARAH DEGROFF



ALEXANDRE & ANA
PAULA SORRENTINO
DELVAUX



VERONIQUE DION



JOANNE
DISSANAYAKE

PLATINUMS



KASHMIRA DIVINE



JEMMA DOAK



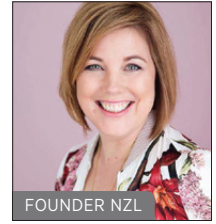
ANGELA DODGE



SUSAN DYESS



BLAKE & JESSICA
EASTER



FOUNDER NZL

SAMANTHA EBEL-
BROWN



FOUNDER MAL & SGP

CHOK SIN EE



FLORENCIA ELIAS



MICHELLE ELSTRO



JOEL & FAY EPPS



LINDSAY ESPARZA



JEAN & ARIADNE
ESTEYES



FOUNDER MEX

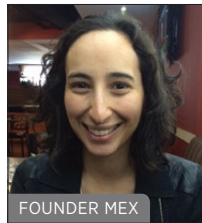
GILDA ESTRADA
CARRANZA



CARLA FAHEY



JANE FALCONBRIDGE



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DIANA FALLENA
ZONANA



DAWN FARRIS



SCOTT & BETH
FENTON



SHARON FILA



JANA RANKIN FINCH



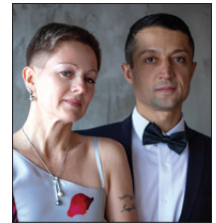
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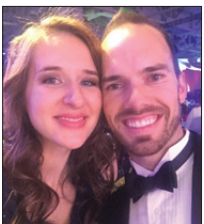
GINGER FISHER



HAYLEY FLEMING



DENIS & TANYA
FOGEL



DR. BRADLEY &
ALANNA FRANKLIN



FOUNDER CAN

KELLY & DEVAUGHN
FRASER



MARCIA FRIACA



PAUL & STEPHANIE
FRITZ



KRYSTLE GALLARD



STEVE & LAURA
GARCIA



DAREN & CRYSTELLE
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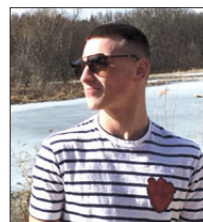
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GEIGLEY



ALLISON GERRY



MATEI-DANIEL
GHEORGHITA



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KRISTANN GILLIES



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GODDARD



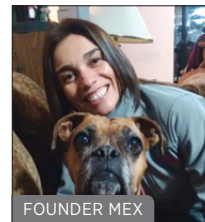
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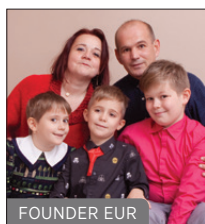
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FOUNDER MEX
MAYRA GONZALEZ



CRISTINA ELENA GONZÁLEZ
CUEVAS Y LÓPEZ



FOUNDER EUR
MONICA BIANCA
GOREA



SARAH-JADE
GRAHAM



LEON GREEN



DREW & LACEY GRIM



MICHELLE GROSS



DANIELA GUITART &
FRANCESCO SAIU



GRIFFIN
GUNDERSON



MELISSA GUTHRIE



DANIEL HAMILTON



GRACIE HAMMER



CHAD & MEGAN
HAMMONDS



CLIFF & PJ HANKS



GIADA HANSEN



FOUNDER EUR
MOANA & MATTHIAS
HARDER



ARIANA HARLEY



KERRY HARPER



JALISSA HARTGRAVE



LOTUS HARTLEY



GARTH & JULIE
HASLEM



LAUREN HAYDEN



MIRANDA HEBERT



HELLEN VENIX



NICOLE HEPP



BREANNE & ERIC
HESS



ELIZABETH HESSE



STEPHNE
HILGENDORF



FAITH HILL



PAULA HOBSON



BRENT & ANNIE
HONE

PLATINUMS



DEANNE HOWARD



HO CHUAN HSIEH



BJ & MEGAN HUNTER



ART & ELANE
HUPRICH



DEBORAH HUSBANDS



DR. KEVIN HUTTER



REBECCA IFFLAND



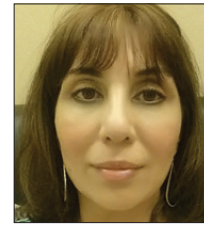
JENNIFER
INCHIOSTRO



YUKI ISHIDA



KOUJI ISHIHARA



RELEAF ISMAIL



CAROLINE JACKSON



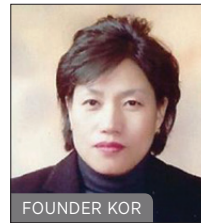
FOUNDER ECU
MARCO & ELISA
JAEGER



LINDSEY JAFFERLI



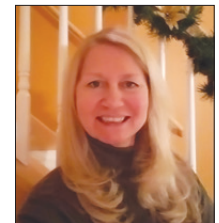
DALE & JENNIFER
JARAMILLO



FOUNDER KOR
CHUN HWA JEOUN



ERIN JOHNSON



NANCY JOHNSON



RACHEL JONES



CHIAO EN JUAN



FOUNDER KOR
IN SEO JUNG



BRITT JEANE
KALGRAFF



KRISTOFFER
KALGRAFF



SANDY KALISCH



LEAH KARRATTI



KANJI KATAGIRI



TOMOKO KATAISHI



YOKO KAWAI



BILL & MEGGEN
KEEFE



KRISTA KEHOE



COLIN & JEN KELLY



TRACY KEOUGH



KELLY KETLER



NICOLE KEZAMA



FOUNDER SGP
LEE ENG KIAT



CHANGSIL KIM

PLATINUMS



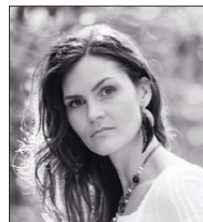
REBECCA KIM



TOM & ROMMY KIRBY



CHRIS & GARY
KIRSCHBAUM



LINDSAY KNAPP



MEGUMI KONO



PAUL & YOLANDA
KOOLE



JANELLE
KOTTELENBERG



SONJA KRAINZ



ABBY KRUSE



SPENCER & RETA
KUHN



GARRISON & CINDY
LANDES



SUSIE LARSON



CECIL & LIANA LEE



RAIHANAH BINTI
BUSU LEMAN



CHUCK & CHRISTINA
LEROSE



ERIN LEVEAUX



DR. DANIEL & KATIE
LEVERENZ



CHAO HSIEN LI



JACKI LIM



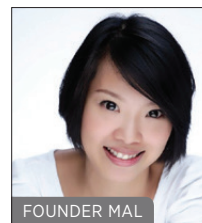
CHING LIN



HSIU FENG LIN



YU TUNG LIN



FOUNDER MAL
FOREST CHEW SOCK
LING



JEN LONG



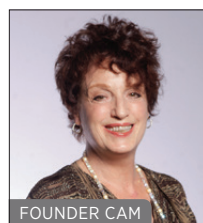
JENNIFER
LONGMORE



HEIDI LUEKENGA



LISA LUKE



FOUNDER CAM
ADELE LURIE



SHANNON MACY



BROOKE MAGLEBY



FOUNDER CAN
KARLENE MARKHAM



BERNY & JANET
MARQUEZ



RICK & EMILY MARTIN



CRIS & PATTY
MARTINEZ



NORMA ARIADNA
MARTINEZ ARRIAGA



BRENDA MARTINEZ
NEGRETE SCHULTZ

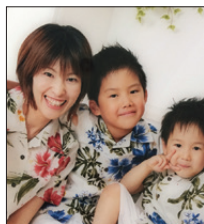
PLATINUMS



KEIKO MARUTANI



JOHN & PATTI MASON



MARI MATSUURA



SUSUMU MATSUZAKI



COLLEEN
MCCARTNEY



REBECCA
MCCRUDDEN



KELLY MCDONALD



AMY MCKINLEY



CARDIN MCKINNEY



HEATHER MCKINNEY



LISA MECKLE



BRAD & ANGELA
MELTON



DR. ALLIE & DAVE
MENDELSON



WENDY MENDOZA



JIMMY & DEIDRA
MEYER-HAGER



FOUNDER MEX
FANNY MILLÁN DE
LEÓN



HOLLY MILLER



JUDI MINCKLER



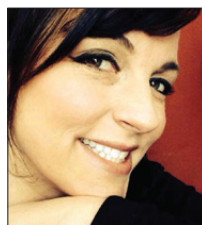
JENNIFER MIXDORF



CYNTHIA MIZRAHI



ANNE TINE MOLTZAU



AMY MORAN-NASH



CLAUDIA MORENO



HARUMI MORITOMO



AISLINN MUELLER



MARY LOU MULCAHY



MAMI NAGASAKI



HIROKO NAGATOMO



KATELYN NEIL



STACY NEWFELD



FOUNDER NZL
FEEBEE & KEVIN
NEWLANDS



MEGAN NEWMANS



RAY & LAUREN
NEWSOM



CORY & STEPHANIE
NEWTON



FOUNDER JPN
YOSHIFUSA NISHIDA



CHIKAKO NISHIMIZU

PLATINUMS



MADALINA RALUCA
NITU



MIYUKI NOGUCHI



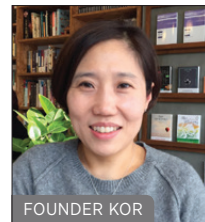
MARIA NYVOLD



FOUNDER EUR
FRANK ODDENS



MIYO OGAWA



FOUNDER KOR
SANG MI OH



KAORI OKAMURA



WADE & KRISTIE
OLSEN



TERRI PACE



MARCO ANTONIO
PAEZ ARGUETA



FOUNDER MAL
RAYMOND PAN



JENNIFER PANSÁ



FOUNDER KOR
DAE YONG PARK &
HUN IM CHOI



PAM PARKINSON



JAMES & CHRISTINE
PAYNE



KYLE & KATEE PAYNE



FOUNDER EUR
ZSOLT PELESKEI &
CSABA CZAKÓ



PRESTON & TENA
PETTIS



EMMY PICKERING



JESSIE PINKERTON



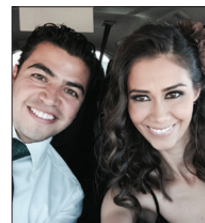
BRITT PIRTLE



FRANI PISANO &
HERB HOELLE



STEPHANIE POE



BERNARDO IVAN PONCE
SOBREVILLA & MARIA FABIOLA
MOCTEZUMA MEDINA



JULIE PREAS



JOSIAH & MELISSA
PRECOURT



TAHLIA PRETTY



MATTHEW & RACHEL
PRIMEAU



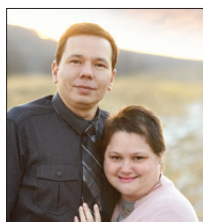
TRACY PRINCE



ELMA ESTELA
RABAGO HERNÁNDEZ



KATIE RAGSDALE



WILLIAM & ALICE
RAHN



JANET RAMER



KERRI RAMIREZ



LUCIANA RANGEL
DE PAZ



MARITA
REINHOLDTSEN

PLATINUMS



FOUNDER CAN

BARBARA REMPEL



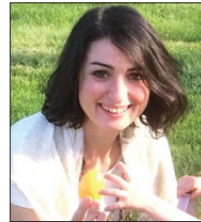
ANA URSULA RIVERA MARTINEZ



CRAIG & MARY ROBBINS



MICHAEL & TRACIE ROESBERY



GIULIA ROGERS



BRENDA ROMAY



FOUNDER CAN

CORT & KARLI ROSZELL



PATRICK & MANDY ROWLAND



BECKI RUH



RITA RUNNELS



JODY RYABINOV



JOANNA SACCO



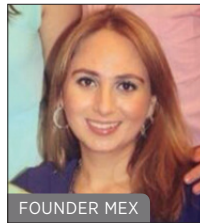
IAN & JESS SAGE



MIYOKA SAITOU

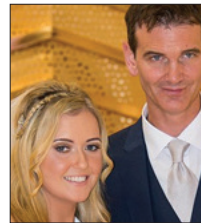


NORIKO SAKAGAMI

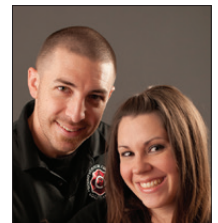


FOUNDER MEX

ANA PAOLA SALOMON BULOS



CIARAN & LINDA SAMPEY



JAMES & MISSY SANDERS



FOUNDER CAM

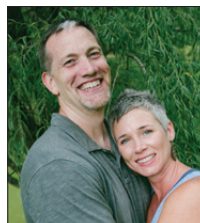
ISIDE SARMIENTO



JIM & SUSIE SCHIERING



LESLIE SCHMIDT



KATIE & CARLYLE SCHOMBERG



MARKUS & PIA SCHWAB



JULIE ANN SCOTT



ERIN SELLARS



AMY SELLERS



WEE CHIN SENG



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ELENA SIMMONS



RACHEL & SCOTT SIROLA

PLATINUMS



CARRIE SKLUZAK



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HEIDI & JARED SMITH



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THERESA SOUCY



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TAMMY STEUBER



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STOLWORTHY



AARON & AMY
STORBECK



PHIL & LEEANN
STORK



ELENA STOYANOVA



BEN & JESS STRIDE



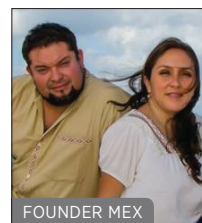
TARYN STRONG



HSIANG YUN SU



YU-SHOU SU



FOUNDER MEX

GUILLERMO SUÁREZ &
IVONNE PAEZ



KELLY SULLIVAN



SHEILA
SUMMERHAYS



JENNIFER SUN



SHARLENE SUTTAR



ELIZABETH
SVENSSON



YOKO TAKAKU



BROOKE & THOMAS
TAZBAZ



KEN TAN TEN



KEITH & KELLY TERRY



EVAN & ADRIENNE
THOMAS

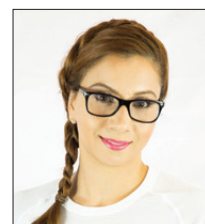


ELIZABETH
THOMPSON



FOUNDER CAN

PATTI TINHOLT



ANI TOROSYAN



ALICIA TORRES
GEARY



BRIAN & AMANDA
TRENT



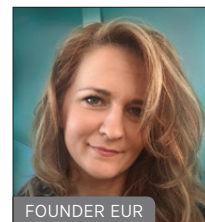
JESSICA & ANDREAU
TREPAGNIER



HAO HENG TSAI &
HSIN YUN CHANG



ANA BELL URRUTIA
TORRES



FOUNDER EUR

ALICE VACIAN

PLATINUMS



ANNET VAN DORSSER



ALI VAN
ZANDBERGEN



SHANDA & JEREMY
VANDEBARK



JACKIE
VANDERLINDEN



BRAD & ASHLEE
VANESS



JENNIFER VASICH



ANA PAULA VELOSO



FOUNDER EUR
ELENA
VINOKOUROVA



FOUNDER EUR
MAJA VODEB BECIC



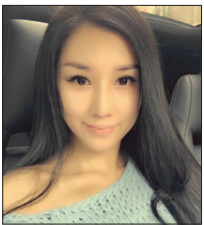
CASEY VON
IDERSTEIN



KIM WALTER



ERIC & SANDRA
WANG



HUI TZU WANG



JILING WANG



AUSTIN & JOCELYN
WARY



RAYNAH WASSON



FOUNDER NZL
MOLLY WASTNEY



HIROMI & SHIGEO
WATANABE



LANE & ANGELA
WATKINS



TODD & JODI WEAVER



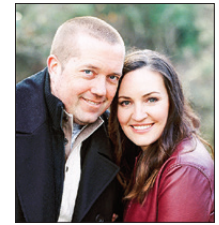
JESS WHITE



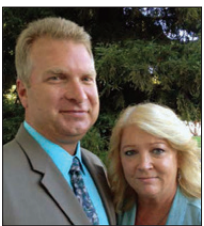
EMILI & DALLON
WHITNEY



LORI WILLIAMS



LINSEY & ERIK WILT



FRED & MARTI
WINKLER



MELISSA WOOD



MICHELE WRAGG



YI TE WU



YU CHI WU



HUI ZHI XIE



FOUNDER MAL
JOSHUA ANG DUN
XIN



ALISON YEO



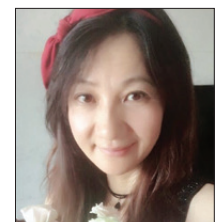
LIEW CHAN YIN



DANIELA YORDANOVA &
SAVA SAVOV



FOUNDER KOR
YOUNG SUL YOU



LI HUNG YU

PLATINUMS



ANKA ZURA

PLATINUMS NOT PICTURED:

RÁCZ BARBARA
RHAVELLY ARAUJO
BOUCINHAS
TAN LUI CHEUNG
ADRYAN DUPRE

FERNANDA FELTRIM
HONG GAO
CHRISTINA GARDNER
ZHANG HONGYING

HSIEH HSI HSUN
YOUYING JIANG
SUZANA JUSTUS CURY
LIBERMAN
WEI YUN LING

MARIA LOURENÇO
MIRON & ANGELICA
MIHAELA MOGA
RODRIGO & THAÍS
RODRIGUES

ANNA & PAVEL
RTISHCHEV
LIN CHUN SHAN
PETERSON BAOSHENG
ZHOU

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