

dōTERRA® ESSENTIAL

LEADERSHIP

RECOGNITION MAGAZINE • ISSUE 4



NEW
**PRESIDENTIAL
DIAMONDS**
David and Tawnya Hsiung

**dōTERRA
UNIVERSITY**

**5 STEPS TO A
Successful
Sign Up**



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WE WANT TO HEAR FROM YOU

What do you think of dōTERRA's Leadership Magazine? Write to us at editor@dōTERRA.com.

During the month of October, doterraeveryday.com averaged **3,000 views a day.**



It takes 115 pounds of *Melissa Officinalis* to make one 5 ml bottle of Melissa essential oil.

23 countries were represented at dōTERRA's ENGAGE 2012 Convention.



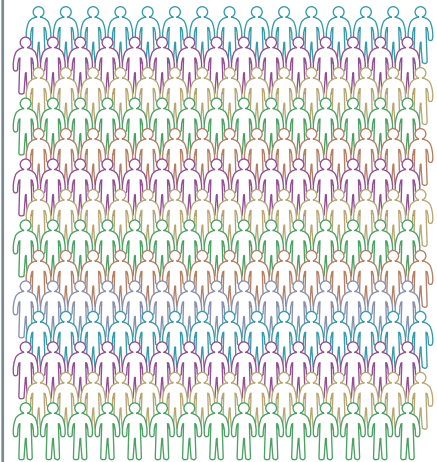
Frankincense has been used for medicinal benefits for over **5,000 years.**

dōTERRA® facts & statistics



WINTER 2012

In the year 2012, dōTERRA has **hired 248 employees.**



Over 7,000

Independent Product Consultants attended dōTERRA's **ENGAGE 2012 CONVENTION.**



dōTERRA has a social network **of over 20,000.**

Like us on Facebook and help increase our reach. www.facebook.com/doterra

During the last three months, dōTERRA has purchased **MORE INVENTORY** than 2008, 2009, and 2010 combined!



CONGRATULATIONS ON REACHING

Presidential Diamond

David and Tawnya Hsiung

LEARNING FROM LEADERS



DAVID AND TAWYNA HSIUNG came into dōTERRA with an open mind and a passion for success. They quickly fell in love with the benefits of the products, quality of the oils, and integrity of the company. The natural step was for them to share the benefits with their family and friends. However, their success did not come from focusing on their own goals. They decided to focus first on the success of their team members, and as a result of helping others, their own success followed. The Hsiungs have taught their team by example that working hard and working together is the way to succeed. David said, “I never want to lose the fire, so I just keep sharing with new people.”

JOIN US AS WE CATCH A GLIMPSE INTO THEIR STORY OF SUCCESS.

Q: What was the key strategy that helped you achieve Presidential Diamond?

First, was having a clear goal. You have to know where you want to go, if you are making a plan to get there. Second, was being an example. We decided that we wanted to lead our team by actions. We knew if others could see us achieving our goals, that they would be able to achieve the same goals. Third, is continuing to sign people up. It’s important to always keep enrolling people. It keeps your momentum going and you never lose your excitement.

What advice would you give others who are planning to build to Presidential Diamond?

Your reason, or your why, can't be all about yourself. You have to want to help other people. You'll also want to create teamwork. If you make it a goal to help your friends and family become successful, then as you reach down to help them, they will reach out to help you.

What was your motivation for achieving the rank of Presidential Diamond?

I had great examples around me. My upline, Boyd Truman, is very caring and helpful to everyone. Also, my brother, Steven, works so hard, and it motivated me to be just as successful.

What is the best way to invite and encourage people to attend events?

I like to share my own experiences and then invite them to find out what could help them as well. Once people have decided to come, give them an assignment so their commitment level is strengthened.

What advice would you give on building legs outside of your home area while supporting your local groups?

I like to follow what Corey Lindley said, "Think global, act local." Time and money are two things you need to open a global market. Once you enter a global market you can't stop. If you make the decision to build outside your home area, you have



"Your reason, or your why, can't be all about yourself. You have to want to help other people. You'll want to create teamwork. If you make it a goal to help your friends and family become successful, then they will reach out to help you."

committed yourself to traveling there at least once a month. You also need to build learning and communication routes for your global teams when you're not there. Email, webinar meetings, Skype, and Facebook, all help you be in continual contact with your leaders, which you need for great relationships.

What key strategy made you successful in building international?

When I decided to build in Taiwan, I knew I had to have a powerful leader there, who everyone would look to as the role model. Then, everything I did there was about Steven. His success

has always been more important than mine, and that's how it has to be if you want to make it work. When he hit Presidential Diamond that really helped the whole market grow even more.

How have you helped the leaders in your group be successful?

We work on building the trust between us and each leader. Then we transform that trust into trust between the leader and dōTERRA. This trust in the company and the products is important, because their love for the company will be motivating to them, no matter where we are.

"I like to share my own experiences and then invite them to find out what could help them as well. Once people have decided to come, give them an assignment so their commitment level is strengthened."



JIM & MARTY HARGER



FAVORITE PRODUCTS

Lifelong Vitality "I contribute the health I have enjoyed to taking it every day." -JIM

Balance "I use this oil every day. The ingredients and smells are so grounding. With all the gadgets and distractions of today, I think everyone should carry Balance." -MARTY



"I believe that one of the greatest sayings is, 'to be the change you wish to see in the world.' I wasn't the first one to say it, but it's true."



BUSINESS TIP

"USE ALL THE WONDERFUL TOOLS AVAILABLE, BE OPEN TO A VARIETY OF APPROACHES, use the products every day, study, and keep taking the oils. If you do all of these things then the rest will just happen."

Jim was a company manager attending a business meeting at one of the resorts in Park City, Utah when he noticed one of the employees was not wearing a ring. Needing an excuse to see her again, he mailed her a business card with a few work related questions. This interaction led to him asking her out for some Boston cheesecake. Neither expected that dessert would lead to marriage, but it did. During the 2013 Incentive Trip, Marty and Jim Harger will be celebrating their 20th wedding anniversary.

Marty studied marketing and communications at Boston University. Jim joined Delta Airlines just out of high school where he worked his way up the corporate ladder to become a national sales representative. After getting married, Jim and Marty moved to Chicago to continue their careers. In her early forties, Marty made the decision to replace the corporate world with one of health and healing. Jim left his career at Delta Airlines for a position in the satellite industry and made the decision to return to college. Jim graduated from DePaul University in 2003.



The Hargers in Heber, Utah

Marty's decision to leave the corporate world and attend massage school was the beginning of her introduction to essential oils. In 2006, after returning to Utah, Marty opened the wellness center, Balance. There she displayed several brands of essential oils. In August of 2008, Nicole Larsen came to her door. Marty said, "She asked if I would try a new brand of essential oils. I immediately agreed, and after placing a drop in my diffuser I was blown away."

However, when Nicole explained that the oils came from dōTERRA, a multi-level marketing company, Marty immediately shut down. She explained to Nicole that direct sales were not her thing. Nicole wasn't deterred, she simply asked if Marty would be willing to meet some individuals who might give her a different perspective. Marty reluctantly agreed and before she knew it she was traveling to Lehi for one of 'those' meetings.

At Laura Jacob's home, Marty learned how individuals incorporated dōTERRA into their lives and businesses. It surprised her, but she was intrigued. Marty went to the corporate offices to meet with the executives. Marty said, "I was so impressed by them. Emily was so cute. She

answered all my obnoxious questions about why these oils were different." After the education she received that day she decided she was in. Marty bought the biggest kit available and began incorporating the oils into her life.

Although Jim knew little about essential oils, he is now completely on board. Occasionally, he takes the lead on the classes, but he also supports Marty in more simple ways. He takes her to the airport, delivers packages, and makes runs to dōTERRA for product. Jim said, "Marty is busy all the time, I try to support her wherever I can in order to lighten her load. If you have a spouse who wants to do this business, jump on board. Don't hesitate, listen to and help them as they laugh and cry with their team."

The economic downturn affected everyone including Jim and Marty, but thankfully they had an opportunity with dōTERRA. Marty said, "dōTERRA takes practice. I've been doing massage for fourteen years, and I've done thousands of massages. However, my massages are better now than they were when I started." Marty believes that this is true for others, the more you practice the better you will become at building your business.



FAVORITE PRODUCT

Sandalwood and Citrus Bliss "I love the smell of these oils, I am drawn to them."
-SHEREE

Peppermint Beadlets "I find myself using them all day, every day."
-JARED

On Guard "I take two drops every single morning."
-JARED



JARED & SHEREE WINGER

"The achievement of your goal is assured the moment you commit yourself to it."
-Mack R. Douglas



BUSINESS TIP
"CLOSE ALL
ESCAPE HATCHES
and completely
commit yourself."

Sheree developed a strong friendship with Jared's sister before meeting Jared. Many of her other girlfriends happily took on the role of pining over Jared, and so initially Sheree didn't give him much thought. However, when Jared met his sister's friends it was Sheree he was drawn to. After hearing her friends talk so highly about Jared, it wasn't hard for him to convince her he was a great guy. Sheree remembers their first date to the Orange County Fair and says, "We knew it was right from the very beginning." Within the year they were married and have since found immense happiness together.

While they were dating, Sheree recalls Jared sharing his dream to one day be a basketball coach. Practical Sheree responded that if they wanted to fulfill their dreams of having a large family, he may have to focus on other career goals. Following his wife's advice, Jared dove into developing a career that would offer financial stability to his growing family. He started off in life insurance, ventured into building his own business, and then more recently spent time working with



The Winger family in Highland, Utah

SEO.com. In these varying capacities, Jared found himself working hard without receiving the job satisfaction he was searching for.

When Jared discovered dōTERRA in the summer of 2008, he was intrigued with the reputation of the company's founders. He sat down with them for hours and asked hard, direct questions. He remembers, "They never once tried to get me to join. They just told me to try the oils." Intrigued, Jared purchased a few oils and took them home to his family.

The Wingers had always been inclined to live a healthy lifestyle and essential oils seemed to fit right in. Jared watched as Sheree and their children easily embraced the oils. It wasn't uncommon for their kids to come and ask Sheree for "daddy's oils." As Jared watched how effective the oils were in his own home, he began considering the business opportunity of dōTERRA. However, Jared was no stranger to the direct selling industry. He knew that many companies have good products, but their compensation plans make it very difficult for people to succeed.

Around the same time, Jared's cousin Natalie Goddard was becoming quite successful with dōTERRA. Jared knew Natalie didn't have a strong business background and became intrigued as to how she was accomplishing such suc-

cess. He called her up one day and asked what her secret was. She replied simply, "Jared, all you have to do is share the oils." With that simple, yet profound statement Jared knew that dōTERRA was unique. He knew that between the integrity of the owners and the rewarding compensation plan, he could be successful.

Sheree loves seeing Jared happy as he works to build their business each day. Jared has found the job satisfaction he has been searching for with dōTERRA. Jared realizes that building a dōTERRA business takes consistency and dedication, but the reward is well worth the investment. dōTERRA has given him the flexibility and freedom to manage his time, and has allowed him to accomplish his goal of becoming a basketball coach. Today he enjoys coaching his kids on their sports teams.

The Wingers encourage others who are striving for success to focus on their team. "You need your team to be successful in order for you to be successful," Jared states. "When frustrations come, remember the words of Napoleon Hill when he said, 'Your real boss is the one that walks under your hat.' Ultimately, you are the determining factor of your success. If you want it, commit to it."



FAVORITE PRODUCTS

Frankincense "I love that this oil has been used for thousands of years for spiritual and healing purposes. We love putting a drop on our children each night as they go to sleep." -BETSY

Marjoram, Wintergreen, Ginger, Peppermint, and Lemongrass "I combine these oils to make a blend for improved health and recovery. I rub this blend all over my body each morning." -PAUL



PAUL & BETSY HOLMES

"Be who you are, smile, and share your story because you never know who needs to hear it."



BUSINESS TIP

"THERE IS NOT JUST ONE WAY TO REACH DIAMOND. Yes, there are guidelines that can help you be successful, but be creative and let your own unique gifts shine."

Betsy was teaching English at a school in the mountains of one of the most beautiful countries in the Middle East, Lebanon, when she met Paul's parents. Betsy quickly started avoiding Paul's dad because he always tried to set her up with his son, who was living in Scotland playing rugby. Thankfully, Paul decided to surprise his parents by visiting them in Lebanon. When Paul first met Betsy she was feeling under the weather and was still in her pajamas. Paul later told Betsy that he thought she was the most beautiful girl he had ever seen. Paul's Middle Eastern look is what first intrigued Betsy, but she soon learned they shared many of the same ideals. Betsy swiftly captured Paul's heart and it wasn't long until they were engaged and married.



The Holmes family in Columbus, Ohio

Both Paul and Betsy have always had a passion for traveling the world. They have been to over 70 countries combined, but came back to the states primarily for Betsy to finish her massage therapy license. Paul studied in South Africa and received his degree in Exercise Physiology, a field he is passionate about. In America, Paul became a personal trainer and then later opened his own specialized training facility. Betsy helped support their family financially early in their marriage, but was then able to leave the work force to embrace her dream of being a stay-at-home mom.

Although Betsy was thrilled to be staying home with her children, her health was getting in the way of truly enjoying life. She was suffering from three chronic auto-immune diseases and the only solution her doctor gave was medication or surgery. The medication she was given kept her in a downward spiral, and she never felt like she was getting better. Tired of being a victim to her situation, Betsy started to take control of her health and made changes to her family's diet. When she started to incorporate more whole and organic foods she felt a difference, but wasn't where she wanted to be.

When Betsy was introduced to essential oils, she found her missing link. They were what she needed to get her health and life back. She remembers the first oil she tried was DigestZen. She put it on her stomach and felt it work immediately. Betsy knew right from the start that essential oils were something she was going to incorporate into her home, but she was not interested in pursuing the business opportunity.

As Betsy started to use the oils in her home, she couldn't help but share her positive experiences with others. It didn't take long for her unintentional efforts to turn into checks that were covering the costs of purchases. Betsy began noticing that those she shared the oils with were going on to share the oils with their friends and before she knew it, her organization was growing. She started to look at the compensation plan and realized that if she became intentional with her efforts, she really could grow her business! Betsy points out though, that with or without the business aspect, "I would be sharing the oils anyway."

Standing among the redwood trees of California, Betsy realized how important teams are to individual success. She gazed upward in amazement at the giant trees packed so closely together and wondered how they could withstand the earthquakes and storms that threaten their existence. She was even more amazed to find out their root systems are very shallow and if given too much pressure can cause the tree to die. Yet, it all made sense when she discovered that their root systems are attached to one another. Their roots are a solid, secure base because they are woven together. Just as these trees rely on one another, we also need each other. Betsy says, "Every day with dōTERRA won't be easy, but when we rely on one another, teach one another, and strengthen one another, we will all grow upwards in success."

5 STEPS TO A SUCCESSFUL SIGN UP



“When I am helping someone enroll, I focus my energy on their specific needs and how they can benefit from this purchase. Honestly care about them, and they will feel it.” –ROXANE BYBEE



1. LISTEN TO THEIR NEEDS

Help them find ways in their life to use the oils that would make a difference for them. Make sure they are getting the best value that will also fit their budget. Know about the promos going on, so you can give them those options. Set a precedent of high value.

“When you want to introduce someone to the oils, wait for the right opportunity. Listen first, and learn about them. Then you will find the right moment to share your message. Always give them a notch bigger than what they think they need.”

–ANDREA HUDDLESTON

2. TEACH LRP WITH THE SIGN UP

Make sure they understand the benefits of ordering monthly from the get go. This is the only time they can participate in the Fast Track program, so don't take that opportunity away from them by not sharing.

“After I explain setting up an account with dōTERRA, I talk about LRP. I start off by ensuring them, ‘there are no obligations to order monthly, although they have an amazing rewards program called Loyalty Rewards. This is the most intelligent way to purchase the products. You earn free product credits every month when you are ordering 50 PV or more.’ I let them know this is how I do it because I love the benefits.” –BRIANNE HOVEY

3. PLACE THEM

When you get to the placement decision think about a few things: who could this person relate to on my team, where does this person live, who on my team is ready to support someone and would be excited about the opportunity of this new person, where do I need to build volume. Make it simple, and remember if it doesn't work out you have 30 days to move them.

“Plan to enroll someone every week. Know your leaders and what's going on with your team, so when you meet someone new or you're closing people at your event, you are prepared. Having several ideas of where you could place them gives you flexibility to put them in a spot that works for you and for them.” –ROXANE BYBEE

4. ENTER THEM INTO THE SYSTEM

Work with them to put their information in online to ensure you have all their information correct. This also lets you introduce them to the mydoterra.com back office. Teach them how to set up orders, change orders, and find training to keep learning on their own. (Added bonus—you've also shown them just how easy it is for them to enroll someone.)

“Once they say, ‘sign me up,’ I bust out the computer and do it right there.”

–SPENCER KUHN

5. FOLLOW UP

Follow up to make sure their product arrived and that they opened it. CPTG oils can change lives, but it takes more than having them in every home on a shelf. You want to make sure your new enrollee uses the product. This gives you an additional opportunity for training, talking about LRP, and answering any questions that might have come up since you last talked.



FAVORITE PRODUCTS

InTune and Mito2Max "InTune helps me focus, and Mito2Max helps sustain my energy." -Mark

LifeLong Vitality "It allows me to function on very little sleep while I am out traveling." -Tamalu

Immortelle "Immortelle is absolutely amazing for everything!" -Tamalu



MARK & TAMALU WATKINS

"It is important to be not just busy and not just consistent, but on course."
- Chris Brady



BUSINESS TIP

"DON'T SACRIFICE LONG TERM GROWTH FOR RANK ADVANCEMENT. Be the leader you wish you had and give the support you wish you would have received."

Mark stepped out of the hospital construction site and noticed a beautiful woman swiftly walking by. She seemed to be full of purpose. Instantly, Mark knew that if he had the opportunity to meet her, his life would never be the same. Tamalu, an activity director, didn't pay much attention to the construction worker as she hurried by.

As the days progressed, Mark made it a point to get to know her, but Tamalu was unimpressed. Persistent, Mark continued to find small ways to serve her. Tamalu's heart warmed, and she began to see how genuine and kind he was. Once she allowed Mark into her heart, it didn't take long for him to convince her to be his wife. In 2013, Mark and Tamalu will be celebrating their 20th wedding anniversary with their eight children.

When Liz, their oldest daughter, was just over a year old, Tamalu and Mark became frustrated with modern medicine. Liz would frequently scream for hours, sometimes days. During one of these episodes, Tamalu



The Watkins family in Afton, Wyoming

drove her daughter 30 miles to the nearest doctor. The doctor evaluated Liz, said nothing was wrong, and asked them to leave quickly as she was disturbing the other patients.

Tamalu continued to watch over her daughter. In the midst of another episode, Tamalu noticed Liz cradling her head in her hands. Tamalu realized her daughter could be experiencing headaches. Hoping to ease her pain, Tamalu carried her daughter into a dark room. When the screaming didn't stop, she fell to the ground in despair. Seeking comfort, Tamalu poured out her heart to her sister over the phone. In an effort to help, she sent her a package containing essential oils. Tamalu rubbed some of the oils on her toddler's temples and slowly Liz's episodes began to decrease.

Due to their experience, Mark and Tamalu became very interested in essential oils. They used several brands before a good friend provided Tamalu with a sample from dōTERRA. Before she even opened the bottle, Tamalu had a feeling that this was something very different. Once she opened, smelled, and applied them, her suspicions were confirmed—dōTERRA essential oils were more pure than anything she had previously experienced. Tamalu and Mark felt strongly that their

years of experimenting with essential oils had been in preparation for dōTERRA.

Tamalu had been taught that, "When change comes, it is important to do the next indicated thing." For Tamalu and her family, the next indicated thing was to pursue the business opportunity. Around the same time, Mark's construction career became a frustration. Not only was work scarce, but Mark was tired of working in the construction environment. As Tamalu and Mark pursued the dōTERRA opportunity, they discovered a new found freedom. Today, Mark has the freedom to be selective. He only takes the jobs that will be the most rewarding.

Mark and Tamalu have been inspired by the natural phenomenon known as the alpenglow. When the sun is positioned perfectly, just below the horizon, you can see beyond the ridges and observe more than in standard daylight. Mark said, "So often we focus on what is right in front of us. We let obstacles block us from seeing our true potential and purpose." Tamalu and Mark encourage individuals to clarify their vision. They want others to look beyond the obstacles to the greater things that lie ahead.



FAVORITE PRODUCTS

Peppermint Beadlets and Immortelle -BRAD

LifeLong Vitality and PastTense "I have seen so many improvements to my health through using essential oils."
-ROSALIE



BRAD & ROSALIE ELLIOTT

"I often say 'share, share, share,' which Brad thinks is goofy, but it's not just about sharing dōTERRA. It's sharing your time and your strengths so that everyone on the team benefits from one another."



BUSINESS TIP

"NO MATTER WHAT YOUR SCHEDULE IS, TAKE THE TIME TO SHARE WHAT dōTERRA has done for you. Be generous with essential oils and the resources that can help educate individuals."

Some of life's greatest opportunities are presented to us by others. This is even true of Brad and Rosalie's relationship. Thanks to mutual friends, they were introduced in 1984. They were married the next year, and feel very blessed to have recently celebrated their 27th year of marriage.

Brad graduated with a degree in Police Science, and worked as a police officer until he retired. Rosalie graduated with a degree in Business Administration with an emphasis in Computer Information Systems. She has worked in a variety of positions as a computer programmer, but has always been drawn to network marketing. Since high school, she has been a part of over a dozen different companies.



The Elliott family in Kenai, Alaska

While Rosalie was working through her own wellness, Laurie Langfitt, a local naturopath introduced her to dōTERRA. Rosalie's history with network marketing kept her open to new opportunities and products. She fell in love with the diffuser and the feeling of peppermint on the back of her neck, but it wasn't until visiting the corporate offices that she embraced the business opportunity.

Within two months of joining dōTERRA, Rosalie accepted an opportunity to visit the corporate office in Orem, Utah. During her time at dōTERRA, Rosalie met with the executive team, much of the staff, and with Justin Harrison. As Rosalie listened to their stories, she realized that it was important for her to be a part of their mission. Rosalie said, "At the end of the day, I called my husband and expressed my surprise that a company would do so much for a new individual who hadn't done anything yet."

Rosalie was so impressed that she quickly began sharing the oils with everyone. However, Brad remained skeptical, yet always supportive of her newest hobby. Through her hard work, Rosalie earned second place in the Cancun Incentive Trip. During the trip, Brad was able to interact with the executives and top leaders, learn more about essential

oils, and gain insight into the business. Rosalie said, "That was the beginning of our dōTERRA family business. Brad finally saw what I had while visiting the corporate office."

Brad and Rosalie immediately began planning their road to Diamond. Brad said, "When people commit to sharing dōTERRA with others, then they must do it intentionally with a plan for the future." Brad and Rosalie let others know that they were building a business. They wanted them to understand their commitment, and to look at what dōTERRA could do for them. Rosalie said, "It is a blessing to not only encourage others to start this process, but to watch them have life changing moments empowers us to share more often with others!

Due to their commitment, Brad and Rosalie have enjoyed many life changing moments. Some of those moments have been due to new found freedoms. Freedom from health concerns, financial worry, and obligations of time. Brad said, "Whether or not those we share with join, it's a phenomenal feeling to be a messenger of hope and wellness. We have been so blessed."



FAVORITE PRODUCTS

Deep Blue Rub "It is my go to product for relief." -BRIANNA

Balance "I grew up in the mountains. I love having access to that aroma all the time. It grounds me and calms me down." -SPENCER



SPENCER & BRIANNA COLES

"Believe in others and help them see the magic behind who they are."



BUSINESS TIP

"YOUR FOCUS SHOULDN'T BE ON YOURSELF or growing a business, but on those you are working with."

Spencer and Brianna grew up in the same town, but didn't meet until their paths crossed online. Just two weeks after they started chatting with each other, Spencer asked Brianna out. They met for the first time at P.F. Changs. Between Chinese cuisine and romantic Asian ambiance, it was evident to both Spencer and Brianna that they wanted to pursue a relationship. Less than two weeks later, Spencer invited Brianna to spend Christmas Eve with his family. They were married the following year.

Spencer studied drafting technology and engineering at Utah Valley University. After graduation, Spencer worked with many different architectural firms before settling down with VCBO. Brianna pursued Montessori teacher training and taught on and off for ten years. In 2009, the Coles made the decision to have Brianna come home from work to homeschool their children. Coincidentally, the very week she left the workplace dōTERRA entered their lives.



The Coles family in Saratoga Springs, Utah

By the time dōTERRA was introduced to their family, they had already tried using another brand of essential oils. Brianna had many health concerns that doctors said could only be solved through medication and surgery. Not wanting to submit herself to that path, she dove into researching alternatives. The essential oils Brianna first tried had warning labels on the bottles and were not impressive. She began seeking out information on every essential oil company she came across in search of something better.

When Brianna's good friend Chelsea Stevens invited her over to learn about dōTERRA, Brianna was intrigued. Natalie Goddard and Jenn Garrett taught the class. Brianna remembers thinking they were "cute, but a bit crazy." Brianna couldn't comprehend how the oils could be as effective as they were claiming.

Not too long after that first class, Brianna and Chelsea took their kids to a nearby petting zoo and Brianna's allergies started to flare up. Brianna said, "I have had severe allergies my whole life and when they start acting up, nothing can make them stop." Worried about their family pictures scheduled for that evening, Brianna started to make mental plans to reschedule. Chelsea reached into her purse, brought out a bottle of peppermint, and encouraged Brianna to try it. Brianna remembers putting a drop under her tongue and being immediately impressed. Never before had something helped her allergies that quickly and effectively!

After Brianna's experience at the petting zoo, she began finding more and more uses for essential oils around her home and with her family. She couldn't keep herself from sharing her new found knowledge with everyone she knew. Very quickly their home became the 'hospital' of the neighborhood. Neighbors were coming over at all hours to have oils applied for this and that.

In the beginning, dōTERRA was simply a great avenue to serve people and that was more than enough to bring satisfaction into Brianna's life. However, as increasingly large checks began showing up in their mailbox, Brianna realized that if she became intentional with her efforts, she could really grow their business. Meanwhile, Spencer continued to enjoy working for VCBO, but it was always a far off dream to somehow get him home. This last May, Spencer and Brianna achieved their goal and Spencer was able to quit his job and come home.

The Coles have invested in other business ventures in the past and nothing has come close to giving them the return on investment that dōTERRA has. Not only have they seen the financial reward, but they have been empowered as a family to serve in ways they never thought possible. They have learned that dōTERRA is not just about growing a business, but is about growing and developing yourself so that you can then help others do the same.



FAVORITE PRODUCTS

Frankincense "It continues to astound me with its strength." -MISA

PastTense "I often get headaches and this oil does wonders for me." -MISA

DDR Prime "This is one of the most powerful blends dōTERRA offers." -YOSHI



YOSHI & MISA CHIHARA

"When you're working hard and your motive is to help people, good things will naturally come to you."



BUSINESS TIP

"PARTAKE OF THE HEALTH, WELLNESS, and happiness dōTERRA offers."

Throughout their marriage, Yoshi and Misa Chihara have found great satisfaction and success through working together as a unified team. Although Japan is home for both Yoshi and Misa, they met while living abroad in Los Angeles, California. They were soon married and continued to live in Los Angeles while pursuing various business ventures. It wasn't until recently, with the dōTERRA opportunity, that they were able to move back to Japan.

While in California, Yoshi and Misa worked hard to be successful. However, they were always searching for the right company, one they could truly grow with and call 'home.' Misa discovered the power of essential oils and strongly desired to join a company that supported her goals to share them with others. The Chiharas researched essential oils on the Internet and found two potential companies. Although a young company at the time, dōTERRA intrigued them.



The Chiharas in Tokyo, Japan

On a quest to learn more, Yoshi and Misa took the 12 hour road trip from Southern California to dōTERRA's headquarters. Upon arrival, Yoshi and Misa walked straight into reception and asked to speak with someone about dōTERRA. They spent the rest of the day learning about the unique mission of the company with Emily Wright and John Jensen. Yoshi and Misa previously decided that they would not let a great opportunity pass them up. They joined dōTERRA that very day.

Later that month, Yoshi and Misa returned to Utah to meet with the rest of the executive team. Misa's shoulder had been irritating her. When she expressed to David Stirling that she was concerned, he encouraged her to try dōTERRA's Deep Blue blend. She was astonished at how quickly and effectively it helped her. It was then that a passion for educating others about essential oils blossomed. Yoshi and Misa realized that essential oils could help everyone!

During that trip, Yoshi and Misa also learned about the executives' vision. They felt their passion as they discussed spreading the knowledge of essential oils globally. They felt of the owners' integrity and sincerity. Yoshi and Misa knew that dōTERRA's goal to take essential oils to the world, and in particular Japan, was something they needed to be apart of. They left that meeting motivated to put all their energy into building their dōTERRA business.

Yoshi and Misa became the first Japanese consultants to reach the rank of Diamond and have been fundamental pioneers in introducing dōTERRA to the Japan market. Not only have they been instrumental in sharing the oils in the Japanese language, but their passion and guidance has inspired many to also successfully share dōTERRA internationally.

dōTERRA's essential oils have blessed the Chihara's lives in many ways. "We have experienced miracle after miracle," they exclaim. Both Yoshi and Misa's mother have experienced life threatening health issues in recent years. Their family has been comforted by their knowledge of essential oils and how they work within the body. Misa personally is grateful for essential oils and feels they have helped keep her balanced as she has dealt with these difficult situations. "Essential oils are something I can never live without," Misa tenderly explains.

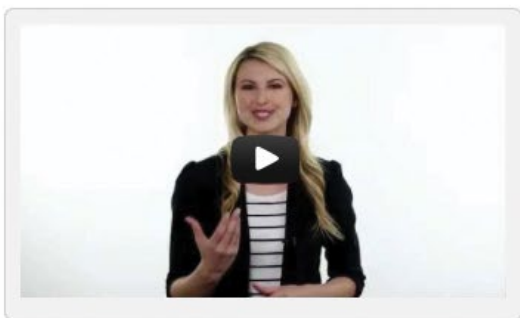
Yoshi and Misa encourage others to acknowledge their dreams. They offer the heartfelt witness that, "Dreams do come true! Don't be afraid to dream and set your sights high." Yoshi states, "Once you have acknowledged your dream, set goals, learn the oils, fully commit to dōTERRA, and work hard. That's how we did it."

dōTERRA UNIVERSITY

AND OTHER TRAINING RESOURCES



- HOME
- COURSES
- DIAMOND TIPS
- WHY dōTERRA U?
- mydōTERRA OFFICE
- BE PRODUCT SAVVY
- HOW TO EARN
- LOYALTY REWARDS
- HOST AN EVENT
- GET CERTIFIED!



WELCOME TO dōTERRA UNIVERSITY

With these **7 steps** you can learn how to get started in your dōTERRA business. Each section contains a quiz to help you improve your dōTERRA knowledge.

- STEP 1** ▶  WHY dōTERRA UNIVERSITY?
- STEP 2** ▶  mydōTERRA OFFICE SETUP
- STEP 3** ▶  BE PRODUCT SAAVY
- STEP 4** ▶  HOW TO EARN
- STEP 5** ▶  DISCOVER LOYALTY REWARDS
- STEP 6** ▶  HOST AN EVENT
- AND THEN** ▶  GET CERTIFIED!

dōTERRA University is a series of short training videos designed for anyone brand new to dōTERRA.

When someone is new, one of the first things they want to do is learn and be trained. They don't want to be overwhelmed with lots of detail. They need a simple explanation of dōTERRA basics. This is one of the main reasons dōTERRA University exists. It is especially popular with IPCs who sponsor or enroll someone and want to supplement their own new IPC "onboarding" or "duplication" process.

IT'S NOT UNCOMMON FOR AN IPC TO HAVE 1000s OF NEW PEOPLE IN THEIR ORGANIZATION - Retail Customers, Preferred Members, IPCs - and they are geographically spread all around the world. Some are curious about the earning opportunity in dōTERRA, others just want to know about products in general, and another group may want to know about the Loyalty Rewards Program specifically. With dōTERRA University, IPCs can simply send new people a link to a training video, and then follow up to answer questions.

A favorite section of dōTERRA University is the Diamond Tips. When experienced IPCs reach the Diamond rank, they are interviewed by dōTERRA corporate and recognized for reaching this rank. Their tips, wisdom, and “in the trenches” perspective are captured in these Diamond Tips. With so many ways to be successful in dōTERRA , it’s great to show many specific examples to new people!

For simplicity sake, the many other sources of training are *not* all housed in dōTERRA University. You don’t want your brand new people to feel overwhelmed by a magnum opus of everything anyone could ever know about products, business strategy, or the program. It’s like they say, “milk before meat.”

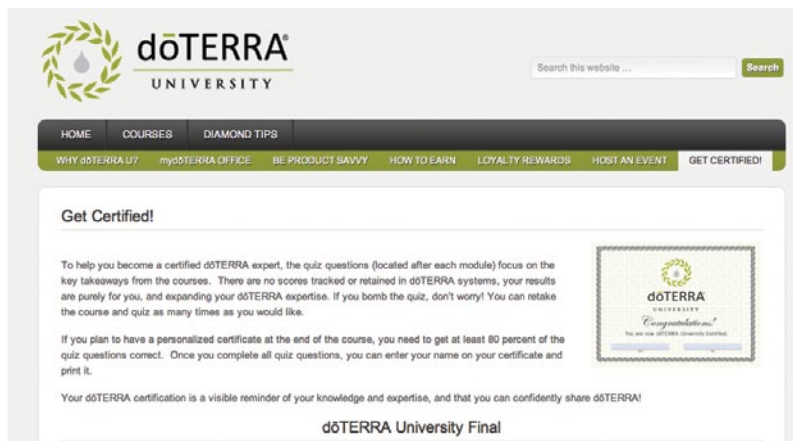
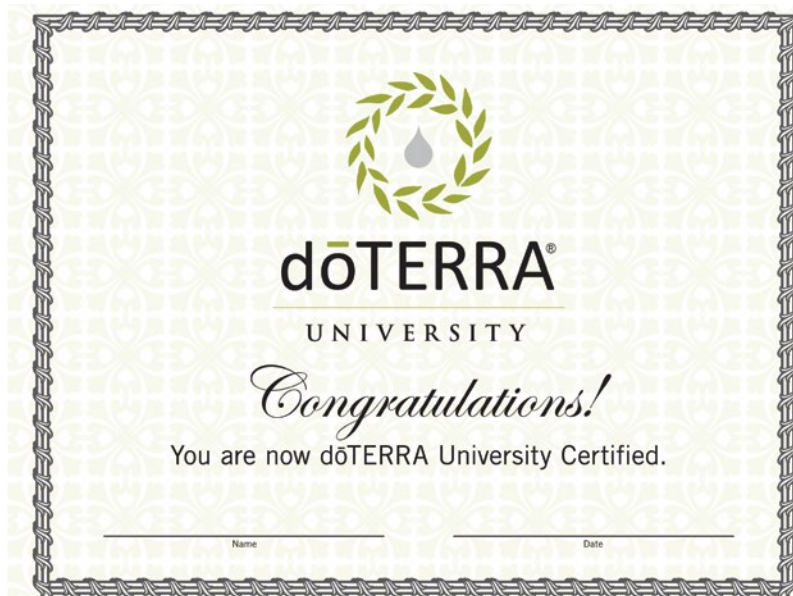
WHEN NEW PEOPLE ARE READY, HERE ARE A FEW OTHER PLACES TO FIND INCREASINGLY MORE “MEATY” TRAINING:

1. **The IPC** that sponsored or enrolled someone new
2. **Getting Started Guide** in the Training section of doterraeveryday.com
3. **Product Information Pages (PIPs), Product Catalogs, Brochures and Flyers** on doterratools.com
4. **Official dōTERRA Videos** on www.youtube.com/user/doTERRAcorp

In addition to these training resources, one of the best resources (if not the very best) are real live people who have used the products! The best way to get connected with all the different ways people are using dōTERRA products is by attending IPC events!

The event calendar on doterraeveryday.com allows you to see how other IPCs are inviting new people to learn how customers are growing in their understanding of how to use dōTERRA products. If there were a way to encapsulate all the training that goes on in these conference calls, in home meetings, or events it would not only be magical, but far exceed other forms of training!

Fall 2012 Diamond Tips





FAVORITE PRODUCTS

Vetiver "I wear it every day. I love the smell and it helps me stay less stressed." -GARY

Whisper and Balance "As a mom of three young kids, these oils help me feel calm, grounded, and centered each morning." -KARI



GARY & KARINA SAMMONS

"I will greet this day with love in my heart." -Og Mandino



BUSINESS TIP
"DON'T EVER QUIT,
keep on going."

Kari and Gary Sammons were friends for seven years before they began dating. They met at Anderson University in Indiana, but went their separate ways soon after. Gary moved away to law school. Kari received her MBA, taught English in Madagascar, and backpacked around Europe. Years later, they found themselves once again in the same city and decided to attend Anderson's homecoming football game together. This time their friendship felt different, and they both recognized the chemistry developing between them. Gary asked Kari out again on New Year's Eve, and they haven't looked back since.

When Kari was pregnant with their first daughter, Madelyn, she began seeking out natural remedies and replacements for chemicals in their home. Kari said, "The realization hit me that I now had another life that I was completely responsible for.



The Sammons family in New Albany, Ohio

I needed to be aware and careful of the things I was putting in and on my body." Despite Kari researching natural remedies, she wasn't introduced to essential oils for a few more years.

Essential oils were introduced into the Sammons' home when their son Connor was nine months old. He suffered from severe acid reflux, and had never slept for more than 45 minutes at a time. Between caring for their infant and toddler, Gary and Kari were more than exhausted. Kari remembers, "There was absolutely no rest for the weary." They tried everything they could think of to calm Connor's acid reflux, but nothing seemed to work.

In the midst of their exhaustion, Kari received a call from her good friend Betsy Holmes. Betsy explained that she had come across a digestive blend of essential oils. Betsy felt that Kari should try it on Connor. Kari's past experience in Madagascar opened her mind to using plants for healing, and so she eagerly accepted a sample. That evening she put one drop of DigestZen on Connor's stomach, and he miraculously slept through the night. This was Kari's miracle moment. She said, "I was astonished at how effectively the essential oils worked."

As Kari was able to catch up on missed sleep and was revitalized by LifeLong Vitality, she dove into researching essential oils. She was hungry for knowledge on how they had helped her son so effectively, and how they could help others. The more she learned, the more she couldn't help but

share her knowledge with everyone around her.

Gary watched as Kari's passion developed and witnessed how much love and care she had for each person she shared dōTERRA with. Kari has never felt like a sales person. "I love sharing the oils. I love telling people how they can get the best oils in the world for the best price," Kari exclaims. "When you take on that perspective, there is no need to get discouraged along the way." She offers the advice to not get hung up when someone rejects the oils. "Some will, some won't, so what, move on," Kari says. "It is not our responsibility to incorporate the oils into others' lives, but it is our responsibility to share them."

Before each class Kari thinks of her mantra inspired by Og Mandino, "Greet this day with love in your heart." Kari said, "When you are reaching out with love and sharing the oils because you care about people, then they will see and feel your warmth. If there was no money attached to these oils, I would still be sharing them no matter what."

Kari's core faith has been a driving force in her journey to Diamond. "From the beginning, I felt like this was something I was supposed to do. I felt like God was calling me to it," Kari explains. Kari's favorite class to teach is entitled, 'Oils of the Bible.' "I love how dōTERRA has connected essential oils to my faith." Between the Sammons' faith, sharing essential oils with others, and raising their children, it is very clear this family is living a life they love.



FAVORITE PRODUCTS

Vetiver "I put this on the bottom of my feet every night." -John

Fennel "I love the taste." -John

Salon Essentials Hair Care Line "This really excites me!" -Paula

Roman Chamomile "I have a real passion for this oil. It really resonates with me." -Paula



JOHN OVERBEEK & PAULA ECKERT

"It is better to have passion on fire than knowledge on ice."



BUSINESS TIP

"WE OFTEN ASK PEOPLE, 'WOULD YOU BE A BUSINESS PARTNER WITH YOU?' This allows an individual to evaluate where they are and where they need to be in order to be successful."

John Overbeek and Paula Eckert came from very diverse backgrounds. However, it seems the old adage 'opposites attract' is true. They were drawn to each other while out socially one evening. They talked for some time about life and business. John discovered that Paula had been a single mother for eight years, and that she was struggling. Wanting to help, John offered her the opportunity to do some work for him. They became very good friends and in time that friendship developed into a relationship. Together they have six children, and often tease that they're the Australian equivalent to the Brady Bunch.

Neither John nor Paula had a background in alternative health. Paula had used essential oils occasionally, but not for their health benefits. John had only been introduced to the health industry as it related to direct sales. Paula said, "It's important that people understand that you don't have to be a



The Overbeek-Eckert family in Victoria, Australia

health practitioner, massage therapist, or natural healer to learn about essential oils and to change your lifestyle.”

As a matter of fact, John and Paula had always been involved in more conventional businesses. John’s history was in placements, finance, and sales. Paula had worked in retail, sales, and later as a part-time office administrator. John said, “When we were introduced to dōTERRA I thought essential oils were a little hokey. I wondered if they were a viable product for network marketing.” However, with some encouragement from Paula, Mark Ewen and Christian Overton’s recommendation, and the credibility of what they found in dōTERRA’s marketing materials, they agreed to join.

John’s perception began to change as he experienced the quality of the products. John and Paula knew that for a network marketing company to be successful it needed a quality product, a good compensation plan, and corporate integrity. A few months after joining, Paula had an opportunity to attend a dōTERRA training in the United States. She showed up with a list of things John wanted her to look into. After hearing from leaders and corporate management, the questions on her list had all been answered. Paula returned home to John excited to move forward.

dōTERRA has been a learning experience for John and Paula. Paula said, “We were familiar with network mar-

keting, but with dōTERRA we realized that you must be passionate about and lead with the products.” John said, “This is different from what we were used to. It is rare that a company can stand alone without its compensation plan.” They realized that with dōTERRA, the product isn’t secondary. That was a big shift in the way they had been taught to view direct sales.

With their new understanding, John and Paula set a goal to reach Diamond. They wanted to prove to people that all you needed was to set a goal, have a vision, and remove all excuses. Living in Australia, they could have chosen a different course. With little upline support due to distance, no local office, and few market specific tools, it would have been easy to make excuses for not succeeding. However, John and Paula were determined to reach their goal and to set a positive example for their team.

Now, John and Paula use these same tools to inspire others. They help new IPCs understand the importance of becoming a product of the product. They share with them the significance behind setting goals and having a vision. For those hoping to obtain their same success, John shares this advice, “Leadership is a learned skill. You must become an effective communicator. You must improve from a personal growth stand point and do what is necessary to move through your comfort zone.”



FAVORITE PRODUCTS

LifeLong Vitality, Marjoram, and Immortelle "I no longer worry when my family has health concerns. I have the best tools for taking care of the people I love." -KACIE



BRENT & KACIE SHOBER

"Experience the product, allow it to transform your life, and then share it with the world."



BUSINESS TIP

"OPEN YOUR HEART TO EVERYONE. You just never know who will build an empire with dōTERRA."

Brent and Kacie grew up in a small Wyoming ranch community where their family roots ran deep. Ironically, although their paths crossed multiple times during childhood, Wyoming was not where they were destined to meet. It took moving to Colorado and attending the same Pearl Jam concert before they would connect. That was eighteen years and two children ago.

Kacie has always been an educator. She has taught special education, middle school English, and is currently a professor at Montana State University. Although her background in educating others seemed ideal for the dōTERRA opportunity, direct sales was not something Kacie or Brent wanted to be involved in. However, Kacie said, "I was introduced to dōTERRA at a point in my life when I needed it most."



The Shober family in Bozeman, Montana

The Shober's son, Sulli, was suffering from chronic ear infections, hearing loss, and severe scar tissue. He was facing surgery in just two weeks' time and had recently suffered a severe reaction to medication. All of these concerns left Kacie and Brent questioning their options. Not knowing what else to do, Kacie emailed Peggy Smith and asked for help. Peggy sent her a bottle of melaleuca and a bottle of lavender. The improvement in her son's health was astonishing.

Kacie and Brent continued to use the oils for eight months. However, they purposely ignored the business opportunity despite purchasing both the Premium and the Diamond Kit. Kacie said, "Ultimately, I realized that essential oils were changing our lives so profoundly that dōTERRA was not optional, but an absolute necessity for us and for every home." It was this thought that changed things for Kacie. She decided she was all in to share dōTERRA.

With a secure knowledge of how powerful the oils could be, Kacie and Brent began to build. They found others who were passionate about health and making a difference. Their dōTERRA business

was growing at a good pace, but Kacie felt they needed something to push them to the next level, so she joined Diamond Club. Diamond Club wasn't easy and it took a lot of hard work. Kacie believes, "everyone needs to have the Diamond Club experience at least once. It is intense. You have to be ready to work when you join, but it's so worth what it can do for your business."

Kacie has found that there are a few essentials for anyone who wants to really expand their dōTERRA business. First, work closely with your account manager. Second, reach out to your upline in dōTERRA for support. Third, grow yourself by reading at least 30 minutes a day from a life changing book. Finally, become a product of the product.

Kacie started out as a product user, which transformed her life. However, she's a great example of what you can do when you gain a strong desire to share dōTERRA. Kacie's motivation continues to build because she knows, "If one drop can powerfully change my life, there's something in these bottles for everyone."

ENGAGE 2012

Independent Product Consultants (IPCs) from around the world joined together for dōTERRA's fourth annual Celebration & Training Conference this past September in Salt Lake City, Utah. This year's theme, 'ENGAGE in your LIFE, HEALTH, FUTURE and dōTERRA' was carried throughout the four day event. Twenty-three countries were represented among the 7,000+ attendees, more than double the number of last year's attendees! READ ON FOR A DAY BY DAY RECAP>>

Wednesday a special training with Dr. Hill, 'Healthy Mind, Healthy Body,' was held for those who earned one of 2,000 coveted tickets. Attendees at this event came away with an in-depth education of dōTERRA's CPTG Essential Oils for mood management. Each attendee received one of the new products launched this year, InTune Focus Blend.

"I loved the session with Dr. Hill. It was an amazing opportunity to learn more about the medical and practical benefits of dōTERRA essential oils and a great introduction to InTune."

- Jules Maitland

That evening we invited our Silver rank and above to join us in the Product Showcase for a sneak peek of the exciting new products that were launched this year.

Thursday morning was the official kick off general session with the dōTERRA Executive Team. It was filled with updates about the company, fun videos, exciting new dōTERRA projects,

and the addition of 12 new products to the current dōTERRA line. Dr. David K. Hill and dōTERRA's Scientific Advisory Board educated attendees on exciting research in the essential oil field.

"My favorite part was the afternoon of science in the Thursday general session. I so appreciate that dōTERRA is science-based, not hype and emotion-based, and equips us to be able to cite scientific research and fact-based evidence that our oils are powerful, pure, and efficacious!"

- Kathy Pothul Laflamme

IPCs flocked to the Product Showcase where they were able to experience all the new products launched as well as the wonderful existing dōTERRA product lines. Along with being able to experience the products, attendees were educated by the dōTERRA staff on the products, CPTG, and new websites like doterrauniversity.com, doterraeveryday.com, and mydōTERRA.com back office that were launched this year.

This year's Celebration Gala was a confetti filled evening with dinner, dancing, and recognition. Attendees helped celebrate the success of those who achieved Diamond, Blue Diamond, and Presidential Diamond rank. 1,400 guests cheered as 50 new Diamonds, 8 new Blue Diamonds and 2 new Presidential Diamonds walked the red carpet.

Friday and Saturday the celebration and training continued with special keynote speakers Natalyn Lewis and Kyle Maynard as well as music guests Nathan Pacheco, David Osmond, and James & Chelsea Stevens with Remix. During Saturday's General Session we were inspired by this year's Elevation Award winner, Wesley Greene. We also cheered on the 2012 Slim & Sassy winners who joined Rob Young on the stage to celebrate their new found wellness.

Friday's Breakout Sessions provided the opportunity for attendees to choose from valuable product and business focused classes. Everyone



↑
ENGAGE



“After attending other multi-level marketing conventions, what I found most profound here was my constant desire to learn more and more. I found myself in tears more than once due to an overwhelming feeling of responsibility to teach others the power of dōTERRA’s products. I never felt like the executive team was ‘selling’ me on anything, but teaching me, EMPOWERING me to be more involved on a personal level. I was given a gift and I have a choice. I can keep it to myself or empower yet another person each and every day.” - Leah Simons Burke

came away with a new found desire to share their knowledge with those around them.

This year, dōTERRA IPCs raised \$75,000 for the dōTERRA Healing Hands Foundation through donations as well as the purchase of the Rose Hand Lotion. In addition, dōTERRA announced a new partnership project with Mentors International. Through

the Piura Project, dōTERRA along with the generous donations of our consultants, committed to donate over \$100,000 to Give a Hand Up and the people of Piura, Peru. Look for additional details coming soon on how to become involved with the Piura Project.

Saturday’s General Session came to a close with a special presentation by Dr. Hill who reconfirmed the vision

of dōTERRA, particularly the sourcing, purity, and potency of the products. He then visually flew the group through fields of Lavender, Lemon, and Peppermint while attendees were able to experience those dōTERRA CPTG oils. The Executive Team finished with their commitment to the growth of dōTERRA, the purity of the oils and the success of our IPCs.

We look forward to next year’s celebration and training conference in Salt Lake City, Wednesday, October 2 - Friday, October 4. Watch for details coming in March 2013.



FAVORITE PRODUCTS

On Guard, Lemon, and InTune "I feel that these three oils keep my family healthy." - JENNIFER

Helichrysum "This is my favorite oil. It's amazing!" - RICHARD



RICHARD & JENNIFER OLDHAM

"There is a difference between interest and commitment. When you're interested, you do it only when circumstances permit. When you're committed, you accept no excuses only results."



BUSINESS TIP

"THE ONLY PEOPLE WHO DON'T SUCCEED IN dōTERRA ARE THOSE WHO GIVE UP. It might take time to achieve success, but it will happen if you share, stretch yourself, and don't give up."

When Richard and Jennifer met, they had no idea that a scholastic partnership would extend to marriage, family, and financial freedom. Richard and Jennifer had several classes together while attending Utah Valley University. However, they didn't seem to hit it off until they took finance together. School projects lead to friendship and friendship to dating. Now, they are happily married with three, beautiful children.

Richard and Jennifer are no strangers to business. After graduating with a degree in Finance from Utah Valley University, Richard co-founded a software company that aided assisted living facilities in nutritional planning. Jennifer also graduated from Utah Valley University with a degree in Business. She has been transcribing for the deaf and the hard of hearing for almost 10 years. Neither ever expected to enter the world of direct sales.



The Oldham family in Idaho Falls, Idaho

Jennifer had been friends with Teresa and Roger Harding for a long time. She knew that they were involved with essential oils, and she knew that it was a network marketing company. She also knew that she wanted nothing to do with it. Richard felt even more strongly about the business, and was clear that he was not interested.

However, part of their disinterest was due to the foreign nature of essential oils. Essential oils were a new concept for Richard and Jennifer and it took a little coaxing to convince them that they weren't just snake oils. Jennifer caved first and then tried to persuade Richard. She said, "I told him that we should at least enroll and see how we liked the oils." Together, Richard and Jennifer discovered that dōTERRA was completely unique to the network marketing industry, and they fell in love!

Jennifer said, "We slowly evolved into the builders that we are. We started out casually sharing the oils with others before deciding that we really wanted to make this happen." Jennifer and Richard

were committed to not simply accepting excuses, but to creating results. Jennifer said, "I feel like one of our biggest accomplishments was continuing to hit Diamond even with newborn twins and an active three-year-old. I had every excuse in the book not to succeed, but it was important for me to achieve my goals so I made it happen." It is this kind of commitment and passion that allows the Oldhams to successfully share the dōTERRA opportunity with others.

Richard and Jennifer are confident that others like them can "make it happen." Jennifer said, "Be teachable and don't give up, even if your business is not growing as fast as you would like. Don't look for excuses and reasons not to succeed. If you want it, make it happen." Richard and Jennifer know from personal experience that nothing is more rewarding than achieving success when it isn't easy. They feel that the greater the degree of difficulty, the greater the reward!



FAVORITE PRODUCTS

Immortelle, Solace, and DDR Prime
 “My list could go on and on. I just love it.” -Santoshi

LifeLong Vitality, Mito2Max, and Deep Blue Rub
 “These are some of my favorites, but I also love giving clients massages so I can experiment with different oils.” -Adheesh



ADHEESH PIEL & SANTOSHI STONE

“We often tell our clients to, ‘take the lid off, experience the products, and judge for yourself.’”



BUSINESS TIP

“DON’T NEGLECT THE FOLLOW UP. It generally takes four contacts before people make a connection with you.”

Adheesh was born and raised in Germany while Santoshi grew up half a world away in Australia. However, fate has a way of bringing people together and that’s exactly what it did. In a spiritual community in Pune, India, Adheesh and Santoshi met. While meditating, working, and celebrating life, they fell in love.

The spiritual journey they began in India continued as they settled in Byron Bay, Australia. There they hoped to share their insight with others by opening a Holistic Massage Center. This new enterprise was extremely challenging for Adheesh and Santoshi, but the satisfaction they felt while helping others was reward enough. Life was busy, but good. They really couldn’t see how anything more could fit.



Adheesh and Santoshi in Alpine, Utah

Then two years ago, they received a call from Andy and Natalie Goddard asking if they could rent space in their clinic. They explained that they would be holding a meeting about essential oils. Adheesh and Santoshi agreed, but determined beforehand that they would not get involved. However, a few days later when Natalie called and invited them to create a wholesale account they agreed. Santoshi said, "Honestly, we should have said no. We were already too busy, but instead we bought a Diamond Kit. We rationalized that we could use the oils in our clinic." Adheesh and Santoshi had no idea that their decision would be the beginning of a new journey.

A short time later, Natalie contacted Adheesh and Santoshi to invite them to dōTERRA's convention in Salt Lake City, Utah. The dates for convention happened to be the only break they had in their busy schedule. In fact, they had already been planning a vacation. The only detail they had yet to settle on was the destination, and so they agreed.

Adheesh and Santoshi were impressed by the presentations, information, and people. It inspired

them to integrate the products into their daily routine. Santoshi said, "The results were stunning. The many benefits we experienced all flowed together to create a better quality of life." However, the benefits didn't stop there. Adheesh and Santoshi realized that the business side of dōTERRA improved their communication skills, helped them be more efficient, and allowed them to better recognize good business opportunities.

Adheesh and Santoshi now help others model the same behaviors that worked for them. They teach individuals that they must become a product of the product and that it's important to be educated. Santoshi said, "Our advice to those seeking the same success is to keep building, stay consistent, remember it is not a sprint, and always be ready to find potential team leaders." Adheesh and Santoshi have been blessed to enter this journey together. They continually remind others of the importance of setting realistic goals and having a partner who you can be accountable to.



FAVORITE PRODUCTS

Deep Blue "I use this daily on my shoulders." -AL

Citrus Essential Oils "I use them all; they are very cheerful." -MAUREEN



AL & MAUREEN GARCIA

"Learn to health yourself."



BUSINESS TIP

"IN AN AGE WHERE INTELLECTUAL INFORMATION IS IN HIGH DEMAND we are not seeking salesmen, but are rather looking to attract teachers."

Maureen caught Al's eye one day in the cafeteria at Ricks College, now BYU-Idaho. Not missing a beat, Al marched straight up to beautiful Maureen and asked her out. In standard college student fashion, Al borrowed his roommate's Volkswagen and took Maureen out to the local A&W drive through. Their relationship first started to blossom that evening, sitting in a borrowed Volkswagen enjoying their burgers. The Garcia's have recently celebrated their 37th anniversary and love spending time with their five grown children and eight grandchildren.

Upon completing his degree in Family and Human Development, Al served in various capacities of the Army for 15 years. During his time in the Army, Al and Maureen had the opportunity to move their young family to Germany. Al Said, "Our children were troopers. They learned German quickly and will always cherish the many family memories we made there."



The Garcia family in South Ogden, Utah

Despite the great health benefits the Garcia's received while serving in the Army, Maureen opted to deliver four of their five children at home. Maureen's desire for natural, home births strongly reflects her holistic upbringing. When Maureen shared with Al her desires for natural medication in their home, Al was reminded of his sweet grandma who also desired natural remedies, and so he supported Maureen.

In 1993, Al left the military to pursue a business venture both he and Maureen were very passionate about. He founded Herbs for Health and started building stores throughout the West. It was at this time that Al met and partnered with Laura Jacobs.

Years later, in 2009, Al had an unexpected seizure and was injured very badly. He was taken immediately to the ER. Laura had learned about dōTERRA essential oils and insisted his family rub them on his comatose body. When Al came out of the coma, one of his first concerns was the well-being of his stores. He didn't know how he was going to continue providing for his family if he was no longer physically able to manage his stores.

Al had always thought essential oils were a 'girly' product and hadn't used them before this experience. Yet when he got home from the hospital, he started relying on Deep Blue and lemongrass for daily relief. Looking back, Al realizes that he may have been hurt in order to open his mind to essential oils.

Maureen was initially hesitant to believe dōTERRA CPTG essential oils were the purest, most potent on the market. She had studied natural remedies for years and knew it wasn't uncommon for a company to claim their product as the best. However, as she watched Al's recovery progress with dōTERRA essential oils, she knew they indeed were of the highest quality.

The Garcia's mantra for over 23 years has been, 'Learn to health yourself.' They promoted this vision through herbs. Although herbs were effective, they found that when they started promoting essential oils, their message of natural health solutions was amplified. "People want to see things work and work fast. They need results. A day doesn't go by that I have people calling me who can't believe how quickly and effectively the essential oils have helped them," Al said.

Before joining dōTERRA, Al was very careful to evaluate the company and encourages others to do the same. He recommends evaluating the company based off three pillars. First, investigate the people behind the infrastructure of the company. Second, evaluate the product. Use the product yourself and know if the product is good or not. Third, look at the leaders you will potentially be leading with. Al explains, "When you have done your due diligence on dōTERRA, you will see what I see. You will see how unique dōTERRA truly is."



FAVORITE PRODUCT
Breathe "I love it!" -AMY



DANIEL & AMY WONG

"Plant seeds and someday they will begin blooming."



BUSINESS TIP
 "JUST BUILD IT LIKE BUILDING ANY OTHER CAREER. It takes time and an investment."

Daniel was studying information systems at Brigham Young University's Hawaii campus when he met his wife Amy. He was just finishing up his degree and looking to move forward in the work force. On the other hand, Amy was a bright-eyed freshman at BYU Hawaii who was just starting her first semester and wasn't even sure what she would major in. They were at two different stages in life, but one thing they had in common was attraction to each other.

They soon realized they had even more in common and started dating. Daniel and Amy soon fell in love and decided they wanted to be together forever. They were married in Los Angeles, CA only a year later. After their wedding, they moved into their first home in San Jose, CA. Daniel was



The Wong family in Bellevue, Washington

pursuing his career, so they moved where the opportunities were strong for him to continue moving forward. Three years later they were able to settle into the place they would call home for the next 23 years.

Daniel was excited about the opportunity the insurance industry had for him in Seattle. This grew into what he thought would be his life-long career. He was having success and was able to provide for his family. He thought life was in a good place, of course it had its up and downs, but still it was good. Then, something changed. His good friend, David Hsiung, introduced him to a product that would change his life. Daniel had a few health concerns and dōTERRA's CPTG products helped reduce all of them. He realized life didn't have to just be good, it could be great!

Daniel's love for the products gave him a chance to really look at dōTERRA as a company. David soon showed him that there was something more than just the products behind the dōTERRA name. Better health and more energy were great gifts, but the

business opportunity has also given Daniel and Amy a new lifestyle. They began sharing and networking. Daniel was excited to share his knowledge about the products with everyone he met. The goal was to plant as many seeds as he could, so that he could then work with those people and show them the amazing gifts available to them as well. Daniel said, "I would never want anyone to let this opportunity slip through their fingers." He continued, "success can be simple and I want everyone to have that."

Daniel and Amy have sacrificed time away from watching movies and some of their other favorite activities to build this business. However, they are happy to do so because they have a vision of the life they want to create. They know that with dōTERRA they will be able to catch up on all those movies, Harley rides, and boating trips for a long time to come. Daniel encourages others, "I know it's hard and it takes time, but the reward is great!"

GET INSPIRED



The Road to Achieving Goals

dōTERRA IPCs around the world are discovering that building a successful business doesn't necessarily take heroic effort, but rather requires passion, goals, consistency, and patience. JEFF AND TRISH WILHITE from Southern California are a perfect example of how this simple yet focused pattern results in accomplished goals.

Read on as Trish shares her story and offers insights into building a successful dōTERRA business.

I'm sure my dōTERRA story began like most consultants. Someone had the desire to help me and courageously shared products that would benefit my life forever. In my opinion, all good things start with a desire to do good, a little courage to do it, and the patience to see it through!

I was completely intrigued by dōTERRA after the Truman's helped me alleviate my back issues, of over 20 years, by simply applying oils! I purchased the Natural Solutions Kit and figured that although I may not use everything in the kit, I really wanted to try the vitamins and diffuser. I knew it would be a good investment and would ultimately pay for itself. I didn't have a complex plan; it was simply to use the oils. I knew they made a difference and they were much less expensive than spending thousands of dollars on traditional medicine—which wasn't working anyways.

When the products came, I was excited to try them! I was happily surprised when the Lifelong Vitality and other supplements worked just as amazingly as the oils had. I felt like I was 20 again. I felt like a new mom and wife! I couldn't hold back my desire to share dōTERRA with everyone! I loved helping neighbors, family, friends, and even strangers. I found myself loaning my diffuser and oils, teaching oil application techniques, offering the supplements to others, and the list goes on and on. There was truly something good I could give to everyone with dōTERRA! With this passion as my starting point, I was all in and ready to take advantage of the dōTERRA business opportunity.

My husband and I set three goals: first, go Silver, second, make the \$1500 Power of Three Bonus, and third, win a spot on the cruise. It was important to us that our goals were realistic because we know, "Whether you think you can or can't, you're right!" We knew that if we set a goal to accomplish something, we could do it! Then, most importantly, we figured out a plan of how to accomplish each goal. We made detailed outlines of what we had and what we needed to create. Our pathway was clear and provided us direction for our determination.

Our mentors have been great—they showed us the power of having consistent weekly events. This was significant in reaching our goals. When our focus shifted too much from consistent events, our busi-

ness was affected. I've learned to be consistent at holding events, either in my home or in the homes of my team members, at least twice a week.

Events are incredible, but they need to be combined with recruiting and sharing. I've learned to be generous with samples and to follow up with educational opportunities on how to best utilize the products. One of my weaknesses is being patient and allowing people time to experience before following up.

When we decided to build fast we found people who had the same excitement. I found that moving quickly with those who are interested in being lead-

We worked so hard! We had a lot of challenges along the way. We were learning things as we went and sometimes did things wrong, but kept going anyway. We put our time and energy into our plan and were able to achieve all of our goals.

ers is key. We were able to capitalize on their new found enthusiasm for dōTERRA. However, we knew we had to build a solid foundation for the future. Again, patience is one of our struggles. We had to be patient and let our leaders make their own decisions to build.

We worked so hard! We had a lot of challenges along the way. We were learning things as we went and sometimes did things wrong, but kept going anyway. We put our time and energy into our plan and were able to achieve all of our goals. Hitting Silver and earning the \$1500 bonus in three months, along with receiving weekly Fast Start bonuses was like Christmas! Of course, winning a place for each of us on the dōTERRA cruise to the Caribbean will be something that we will never forget. I'm a firm believer that if you put your mind to it, you can accomplish anything! I feel like dōTERRA is a gift I've been given and if I'm not successful, it's because I didn't try.



FAVORITE PRODUCTS

AromaTouch "It is all my favorite oils combined into one."

-Melyna

LifeLong Vitality "These supplements make me feel healthier and happier." -John



JOHN & MELYNIA HARRISON

"Always be a pleasure to work with."



BUSINESS TIP

"AS LONG AS YOU KNOW THE ALPHABET YOU KNOW ENOUGH TO START SHARING ESSENTIAL OILS!

Don't wait until you feel like you know everything to start."

John and Melyna grew up in neighboring cities and met during high school. They ran in similar social circles, but it wasn't until years later when John and Melyna found themselves at the same party that their relationship started to develop. John immediately recognized Melyna and was excited to catch up with her. At the end of the evening, Melyna found she had a boot placed on her tire, restricting her from driving home. John stayed with Melyna and talked with her for hours into the evening until they could get someone to come remove the boot. That midnight conversation led to dates the following week and before Melyna knew it, John was becoming a very permanent part of her life. They have now been married for nine years and just had their third child a year ago.



The Harrison family in Springville, Utah

The Harrisons were introduced to dōTERRA by Brianne Hovey and Allyse Sedivy. Although Melyna had worked as a massage therapist, she didn't know much about essential oils besides the fact that they smelled nice. However, when Brianne and Allyse explained dōTERRA's business plan and how essential oils were helping families, Melyna knew she wanted to work with them. "I could tell Brianne and Allyse were strong leaders," Melyna says. "Brianne and Allyse would have done dōTERRA without us, but I don't know if we would have joined dōTERRA as quickly as we did without them."

Within a few weeks, Melyna read the entire *Modern Essentials* book and began attending every class she could. She certainly didn't know everything about essential oils, but she started sharing them anyway. "I relied on the *Modern Essentials* book and my up-line to help teach me as I taught others," Melyna explains.

During that time, Melyna's newborn came down with a burning fever. Melyna explains, "I truly felt helpless! They don't label any medication as safe for young infants; I didn't know what to do!" Melyna was well aware that thousands of infants and toddlers are taken to the emergency room each year and that she was not the only mother in this situation. She took out her peppermint and

placed one drop on her infant's neck. Immediately she noticed it was working. "This was the first time I thought, 'everybody needs this! Everybody gets fevers!'"

Originally John and Melyna viewed dōTERRA as a hobby that would bring Melyna great satisfaction and possibly help supplement John's income. They never dreamed it would be able to replace John's income and bring him home. However, only a few years after joining dōTERRA John experienced a drastic shift in his career and dōTERRA became a necessary vehicle to provide for their family. Since then, John has been able to quit his job and now enjoys helping Melyna build their dōTERRA business.

Melyna has found that a positive attitude makes all the difference. She always tells her team, "It is your responsibility to be a pleasure to work with, regardless of any frustration you may come across." Melyna recognizes this is an industry of serving and building relationships. She says, "People will not always think the same way you do and sometimes they may be hard to work with. It is important to realize that you cannot control how someone else acts, but you can control how you respond. Always be a pleasure. When you are a pleasure to be around and work with, everyone stays motivated and we all progress together."



FAVORITE PRODUCTS

DDR Prime Liquicaps “The vital oils we should be taking every day are now much more convenient and accessible.” -KIERSTON

On Guard “With our three young boys, we use it every single day!” -KIERSTON

InTune “Kyle takes it to work with him.” -KIERSTON



KYLE & KIERSTON KIRSCHBAUM

“There are two primary choices in life: to accept conditions as they exist or to accept the responsibility for changing them.” -Denis Waitley



BUSINESS TIP

“SET GOALS AND
MAKE IT HAPPEN!”

Kierston and Kyle met at church in Las Vegas and no, that is not the name of a club. Both Kierston and Kyle were drawn to the city by career opportunities. As luck would have it, they purchased homes just down the street from one another. Kierston described first meeting Kyle as an ‘out of body experience.’ Kierston said, “It always felt so right, even while we were still getting to know one another.” Within two months, they knew that they wanted to spend the rest of their lives together. A few months later, they were married.

Prior to meeting in Las Vegas, Kyle attended Brigham Young University where he received his undergraduate degree in Business Management. Unbeknownst to him, Kierston was attending school in San Diego where she also received a degree in Business Management. In Las Vegas, Kyle owned and operated an Internet marketing business while Kierston was



The Kirschbaum family in Cedar Hills, Utah

involved in real estate. Kyle and Kierston's business backgrounds have proved to be beneficial in building their dōTERRA business.

During the first few years of their marriage, the Kirschbaums experienced financial success. They had just moved out of their starter home, into something larger, when they were introduced to dōTERRA. Melyna Harrison, whose husband worked with Kyle, invited Allyse Sedivy to Las Vegas to hold a class. Kierston was intrigued and purchased a few oils. However, she didn't view dōTERRA as anything more than a new hobby.

Kierston used the oils here and there, but didn't fully embrace them. She didn't feel comfortable experimenting on her children with essential oils. This perspective changed when she found herself in the doctor's office for a second time within just a few weeks. Her young boys' earaches would not go away. The doctor recommended they try a different antibiotic and Kierston realized that her own family physician was experimenting with her children's health. Kierston decided she would much rather experiment with natural solutions than synthetic.

Life seemed consistent and dependable for the Kirschbaums. They never expected that one day everything

would shift dramatically, but it did. Kyle's business abruptly went south. This left Kyle and Kierston feeling stranded. On another trip to Las Vegas, Allyse sought out Kierston. She hoped to offer advice. Kierston said, "She taught me that even though I was six months pregnant, broke, and depressed, I had an opportunity to help my family. She turned my situation around and completely motivated a very pregnant woman to grow a business."

That experience with Allyse, combined with dōTERRA's 2011 Convention, and the 2012 Leadership Retreat, helped Kierston develop her vision. Kierston said, "I saw the difference between being a business owner and being a leader in dōTERRA. I wanted to be a leader." Once she gained that vision, there was no turning back.

Kierston now realizes that dōTERRA Diamonds are called 'Diamond' for a reason. An ordinary rock must go through high temperatures and intense pressure in order to emerge as a diamond. Just like the sparkling rock, each dōTERRA IPC has their own trials, hardships, and challenges which they must overcome to reach Diamond. Kierston can attest that those trials and challenges are what make reaching Diamond that much more beautiful.



FAVORITE PRODUCTS

Immortelle and Frankincense "I love having these oils on, they just work with me."
-LAURA

On Guard Toothpaste "I love the way it cleans, freshens, and tastes." -SPENCER



SPENCER & LAURA PETTIT

"Your why has to be stronger than your why not."



BUSINESS TIP

"IF YOU ARE WILLING TO BE STRETCHED, CHANGED, BROKEN, AND BUILT UP again then your business will grow as much as you do."

Sixteen-year-old Spencer first noticed Laura while at summer church camp. He spent the rest of the camp hoping to run into her again. It wasn't until the last evening of camp that he found her at an evening social. He asked her to dance and made sure to get her email before parting ways. The pair kept in touch as the years passed, writing emails and sending letters back and forth. As they got older, they began to seriously date. On one special evening, Spencer wrote Laura a beautiful piano arrangement and brought her back to the ballroom where he danced with her years before. He asked for Laura's hand in marriage, and she knew she wanted nothing more. Five years from the evening they danced as young sixteen year olds, they were married.



The Pettit family in Lehi, Utah

Spencer and Laura both graduated from Brigham Young University. Spencer graduated with a degree in Business Management and Laura with a degree in Exercise Science. As a ballerina, Laura has always been conscious of taking care of her body, and exercise science allowed her to learn more about how the body functions. Laura expected to attend graduate school after her time at BYU, but their sweet daughter Marné came along and Laura gladly put that plan on hold to stay home. To provide for his growing family, Spencer took a job after graduation at a local family entertainment company as Director of Marketing.

It was in that position, that Spencer was approached by Allyse and Patrick Sedivy to join a start-up company. Spencer and Laura saw it as a great opportunity and took the plunge. That start-up soon merged with CityDeals and Spencer was flourishing within the company. A few months after the merge, the Sedivys announced they were leaving CityDeals for dōTERRA. Just days later, the Pettits received a call from the Sedivys urging them to join dōTERRA as well. The Pettits joined at that time, but knew little about essential oils and were not yet ready to leave behind the security of CityDeals.

The Pettits began purchasing essential oils, but were not yet confident in using them. When Laura was pregnant with their second child, she began eliminating the chemicals from her home. She felt that if the products she was using were not safe for her toddler and expected infant,

they were not safe for her either. She spent countless hours researching alternatives and kept coming back to essential oils. Laura started using the dōTERRA oils to clean her home, and that led to her using them on her children for health concerns. Before she knew it, essential oils were integrated into every part of their lives.

Looking back, Spencer wishes he would have had more faith in the business aspect of dōTERRA from the onset. When the Sedivys started to experience real financial success, Spencer knew he had been missing out on something incredible. He had been living in a world of hiring and firing, while spending each day behind a computer screen. When he embraced dōTERRA as a business, he realized it wasn't about hiring and firing, but rather working with individuals to help them reach their goals. His heart and mind changed. Spencer realized true satisfaction and happiness come from servant-style leadership rather than top-down leadership.

On the Pettit's journey to Diamond they have learned that people want to be part of growth and improvement. They don't want to join a business—they want to join a cause. Spencer said, "Getting to Diamond is certainly about aligning yourself with like-minded people. However, your business will only grow as much as you do. If you are willing to be stretched, changed, broken, and built up again, your business will grow as much as you do."

RECOGNITION

PRESIDENTIAL DIAMONDS



FOUNDER USA

JUSTIN & KERRI HARRISON



ERIC & ANDREA LARSEN

"Because of dōTERRA, I am in control of my own hours and income, my personal health and the health of my family, and I have gained the most amazing friends! I am truly grateful!" -**BROOKE MAGLEBY**

"I love sharing the oils and teaching others how to use them. I love when I can make a difference in someone else's health."

- **DENISE DRAPER**



FOUNDER USA

ANDY & NATALIE GODDARD



FOUNDER TWN

STEVEN & MONICA HSIUNG



FOUNDER TWN

DAVID & TAWNYA HSIUNG

"dōTERRA has affected my life in so many ways. The most measurable way is the change I see in loved ones and perfect strangers I interact with daily. They let me into their hearts and homes and listen as I teach them about the effects of these precious oils. I love to be a part of the change people experience with these oils." -**JODI EAMES**



PATRICK & ALLYSE SEDIVY



FOUNDER USA

BOYD & SANDY TRUMAN

BLUE DIAMONDS



FOUNDER USA

JAMES & ROXANE BYBEE

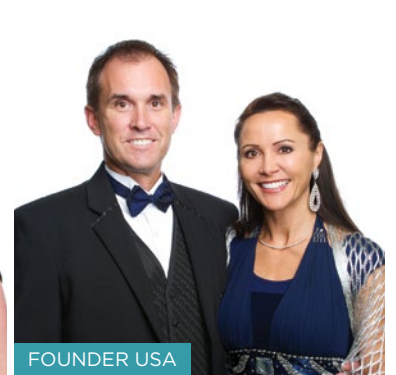


FOUNDER JPN

YOSHINORI & MISA CHIHARA



MARC & JENN GARRETT



FOUNDER USA

ROGER & TERESA HARDING

"dōTERRA gives me the confidence to know that I am helping people every day. It has also created some amazing friendships with people I love and admire." **-STEPHANIE TAYLOR**



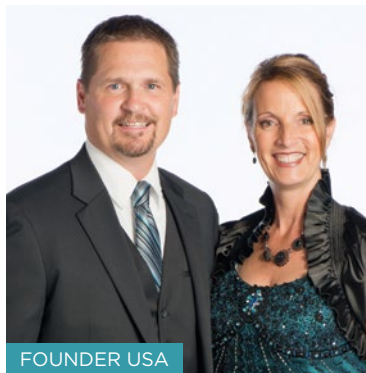
SHANE & REBECCA HINTZE



NATE & BRIANNE HOVEY



BRYAN & ANDREA HUDDLESTON



FOUNDER USA

JERRY & LAURA JACOBS



KAI-HSUN KUO & PEI-LING SU



FOUNDER USA

JUSTIN & TAHNA LEE

"dōTERRA brought out the sun in our lives again!" **-CHARLY RISENMAY**



CHRISTIAN OVERTON & MARK EWEN



JAMES & CHELSEA STEVENS



FOUNDER TWN

PEI-CHI YI

DIAMONDS



MATT & KELLY ANDERSON



DAVID & ASTI ATKINSON



ROMAN & CORINNA BARRUS

"I've been blessed with so many gifts from dōTERRA. The company lives up to its name and is truly a 'Gift of the Earth.'" **-ANNABELLE TAMAYO HUSSON**



FOUNDER USA

DANIEL & CRISTINA BENITEZ



JEFF & CHERIE BURTON



BRIANNA & SPENCER COLES



BECKY COX



VICTOR & AMANDA DARQUEA

"I appreciate and love being able to care for my family and friends naturally."

-SHANNON BROWN

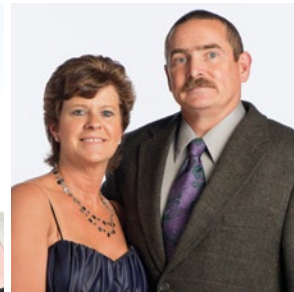


AL GARCIA



FOUNDER AUS

PAULA ECKERT & JOHN OVERBEEK



BRAD & ROSALIE ELLIOTT



SCOTT & RHONDA FORD



CURT & CAROL GUEST



STEVE & KRISTINE HALES



KIRK & JENNIFER HAMILTON

"If I didn't know about dōTERRA essential oils, I couldn't survive the busy days in my life. They have helped my physical and mental health."

-YAKAKO OKABE

"I LOVE dōTERRA essential oils and use them on a daily basis. We used to be at the doctor's office at least once a month before we found the oils."

-AMY AMANN



MARTY & JIM HARGER



JOHN & MELYNNA HARRISON



LAURA HOLBROOK

DIAMONDS



PAUL & BETSY HOLMES



LELAND & ROBIN JONES



BRIAN & RACHEL JONES



KIERSTON & KYLE KIRSCHBAUM

"dōTERRA is a way of life. I love the oils."
-CHARLIE DUNKER

"Empowerment, hope, health, and wealth; dōTERRA is all of this and more!"

-DEBORAH DAHL



AMBER & JOE KROPF



FOUNDER USA

DANNY & NICOLE LARSON



FOUNDER USA

NOLAN & PAT LEAVITT



ROBERTO & MAREE LOAYZA



JULENE MARTINDALE



JASON & SHARON MCDONALD



DAVID & TAMMY MILLER

"Thanks dōTERRA for giving me alternatives for traditional healthcare!" -JANET VOWLES

"dōTERRA has helped not only my family, but my friends as well. It is so awesome to see someone's face after an essential oil has helped them. It just makes my whole day!" - MISTY HOFER



CRYSTAL NYMAN



FOUNDER JPN

RIYO OGAWA



RICHARD & JENNIFER OLDHAM



KATHY PACE



SPENCER & LAURA PETTIT



FOUNDER AUS

ADHEESH PIEL & SANTOSHI STONE

"I am on the fast track to financial freedom and it feels so great to be here while helping so many people on the way." -SALLY BEREDO

DIAMONDS



ROD & JENNIFER RICHARDSON



FOUNDER USA

BURKE & NATALIE RIGBY



KARINA SAMMONS

"Every month I get so excited when I make my dōTERRA order."

-HEIDI ESKELSON



FOUNDER USA

TERRY & LIL SHEPHERD



KACIE SHOBER



RYAN & DANI SMITH



FOUNDER USA

DAVE & PEGGY SMITH



BILL & ERLEEN TILTON

"I love my dōTERRA essential oils and never leave the house without them! My family has come to trust and rely on dōTERRA essential oils to help us take charge of our health."

-CHRISTIANNE FREEMAN DAVIS



FOUNDER USA

GINA TRUMAN



FOUNDER USA

MARK & TAMALU WATKINS



WENDY WANG



JARED & SHEREE WINGER



JOHN & KALLI WILSON



DANIEL & AMY WONG



FOUNDER JPN

MIHO YOSHIMURA

"I love the power I have to help my family. It's nice not to have to rely on an expensive doctor anymore."

-MINDY MULLER

PLATINUMS



DELMAR & PAUL AHLSTROM



FOUNDER USA
PETER & SUSAN BAGWELL



FOUNDER USA
CHRIS & KAREENA BRACKEN



DOUG & RACHELLE CASTOR



WEI-FANG CHEN

"My eyes have been opened to a whole new world of opportunity thanks to dōTERRA! It's not about the money. I absolutely enjoy educating others about the benefits of using dōTERRA. I'm having the time of my life!" -KENDALL SIEJACK



ETSUKO CHIDESTER



FOUNDER USA
GREG & MARTI CHRISTENSEN



LORI DAVIS



CURT & TONIA DOUSSETT



PAUL & STEPHANIE FRITZ



DAREN & CRYSTELLE GATES



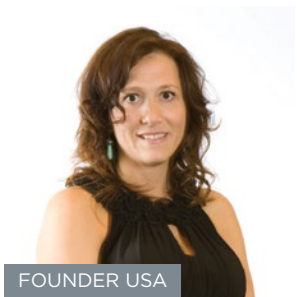
FOUNDER USA
VALERIEANN GIOVANNI



RYAN & JENYCE HARRIS



FOUNDER USA
GORDON & JULIE HERBERT



FOUNDER USA
MARIA HEUSER

"I love how dōTERRA has empowered me to take care of my family in ways I never thought possible. I love how dōTERRA provides an avenue for financial healing. After finding dōTERRA, I don't need to feel stuck or helpless anymore!" -RINDEE WILHELMSSEN SANNAR



BRENT & ANNIE HONE



JEFFERY & MIRANDA HU



JESSICA IDDINGS



ARIN INGRAHAM



ROB & WENDY JAMES

PLATINUMS



ASAKO KOBAYASHI



SPENCER & RETA KUHN



PEGGY LANGENWALTER

"dōTERRA has helped not only my family, but my friends as well. It is so awesome to see someone's face after an essential oil has helped them. It just makes my whole day!" **-MISTY HOFER**



LAURIE LANGFITT



WEN-CHENG LO



KEIKO MARUTANI



AIMEE MCCLELLAN



SUMIKO NOBORI

"I am grateful every day for the commitment that dōTERRA makes to the quality and purity, as well as the potency of these amazing essential oils. With them I am healthier and happier and love that I get to work with positive and uplifting people every day as we strive to empower those around us to greater health, wealth, and vitality." **-JARED JARVIS**



CINDY PRICE



BRUCE & SARADEL RIRIE



GALE SANDGREN



BENJAMIN & STEPHANIE SCOVILLE



LANA & KIRK SMITH



JIM & TAMMY STEPHENS



CHIA-HSIU TSAI



SANDRA WANG



CHING-CHUN WU



KRISTI ZASTROW

PLATINUMS NOT PICTURED:
CHRISTINA GARDNER, CHIH-HSIANG LIAO



KATIE ADAMS



DEBBIE BASTIAN



JOE & ASHLEY BELL



GABE & STEFANIE BIRRER



JON & KENDRA BODINE

"I love dōTERRA essential oils. I love that they work. I love that they are held to the highest standard and I love being able to share them with others." **-MINDY HOGGAN**



CONNIE BOUCHER



BRENDA BROWN



ERIKA BUTLER



ADABELLE CARSON



SHUANG-SHUANG CHANG



CHIU HSIANG CHEN

It was love at first sight, smell, touch, and taste. However, understanding why and how dōTERRA works causes me to love it all the more! **-HEIDI LUEKENGA**



RICK & ALISSE COIL



DAVE & JOAN COON



MARK & KAREEN CROSBY



JARED & MINDY DEGRAFFENRIED



MARK & TIFFANY FLAKE



LISA ANNE GAFKJEN



VINCE & TERESA GARCIA



MAX & CHERIE GARRETT

"I am so grateful for my dōTERRA experience; the oils, wonderful people, and the superb, never-ending education in these valuable oils and techniques." **-LORYJEAN PRATT**

GOLDS



MONICA GOODSSELL



MELISSA GUTHRIE



CLIFF & PJ HANKS

"I am so grateful that I'm able to improve my family's health. There is nothing more amazing then seeing others benefit from dōTERRA."

-MALLORY STACK

"Helping others help themselves is truly what dōTERRA is all about, whether through the products or the business opportunity."

-ANTHONY & BRETT ALLRED



EMILY HANSON



JULIE & GARTH HASLEM



SCOTT & ANNETTE HEATON



JON & EVE HEWETT



BAVOLI HILL



JASON & STEPHANIE HILL



TRICIA & MARK HOFFMAN



JULIE HUNDLEY

"I love dōTERRA more with everything I learn and experience. It's so comforting to know that I have something on hand when we have are at home or on the go."

-LIVIA MENDENHALL PEWTRESS



SCOTT & TONI JAEKEL



KILEY & NORA JOHNSON



LYNDON & STACY JONES



WILLIAM & DENNA JORDAN



TZU-YUAN KAO



MASAMI KAWAI

"I love dōTERRA! My family teases me about my 'magic oils', but they work and I feel good giving them to my family."

-BRENDI WILLIS BLACKWELL



LAURA KING



MELISSA KING



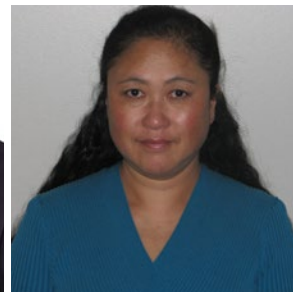
DEBBIE KRAH

"I love sharing the oils and teaching others how to use them. I love when I can make a difference in someone else's health." **-DENISE DRAPER**

"dōTERRA's CPTG essential oils were my window into a healthier lifestyle. We have found joy in living a life filled with natural remedies and natural solutions. We have taken control of our health and we are now our own healthcare advocates." **-ASHLEY OSTHEIMER KENDALL**



JENNIFER L. KRUBA



MICHIE LAYTON



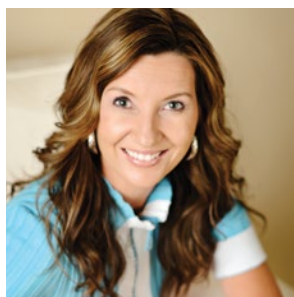
JOHN & CAROLYN LEE



CHAD & JODI LEWIS



LISA LUKE



HEATHER MADDER



BROOKE MAGLEBY



CRIS & PATTY MARTINEZ

"dōTERRA has been a blessing long awaited. My family would not survive without these oils. Every day I learn new ways to use the oils because the wonderful people of this company take the time to share their experiences. dōTERRA has become an important daily routine for health and wellness not only for my family, but for countless others in my life."

-SHELLEY POYNER BALTODANO



JOHN & PATTI MASON



SHOKO MATSUYAMA



CYNTHIA & JAMES MAQUIRE



AARON & TONYA MCBRIDE



SCOTT & ROBYN MITCHELL

"I was kind of skeptical, but even my husband doesn't deny that dōTERRA is amazing! I turn to our oils first and foremost. I can't imagine my life without them!" **-SUE DONER BADDLEY**

GOLDS



ANGELA MOFFITT



COURTNEY MOSES



JESSICA MOULTRIE

"I love dōTERRA essential oils! I am always recommending them to my friends and family. They have helped us greatly and I am glad to have them."

-HEIDI LARSON



KERRY & DENISE NORRIS



BERNADETTE O'DONNELL



CYNTHIA PATIENCE



KYLE & KATEE PAYNE



FRANI PISANO



SHANE & BROOKE PUGH



ROBERT & DONNA RAMOS

"dōTERRA has affected my life in so many ways. The most measurable way is the change I see in loved ones and perfect strangers I interact with daily. They let me into their hearts and homes and listen as I teach them about the effects of these precious oils. I love to be a part of the change people experience with these oils."

-JODI EAMES



PERLA P. RAY



SETH RISENMAY



ELAINE RISER



CASEY & MELISSA ROBERTSON



JEFF & DIANE SHEPHARD

"How incredible it is to have something so simple be so incredibly powerful. How amazing to have so many tools to learn and be empowered from. This life with dōTERRA is a blessing. One I'll never take for granted."

-AMBER REESE



FOUNDER AUS

ROBYN SIMON



RANI SO & MARK SHEPPERS



WADE & CHRISTINE STOLWORTHY



MELISSA & SAMUEL TAEU



EVAN & ADRIENNE THOMAS



DR. LYNN THOMPSON



BETTY TORRES-FORBORD



FANG-CHING TSOO

"Learning about and using essential oils has completely changed my family's life. I use dōTERRA oils for everything. I am so grateful for the purity of the essential oils and for the training I have received."

-ROBIN GRAY MALLARD



KATE WAGNER



JEAN WANG



SHAUNA WETENKAMP



HEIDI WEYLAND



DEBORAH WHITE



RON & LIZ WILDER

"Not only has dōTERRA allowed me to improve my own health, it has allowed me to help friends, family, and total strangers." **-KRIS CLAWSON**

GOLDS NOT PICTURED:

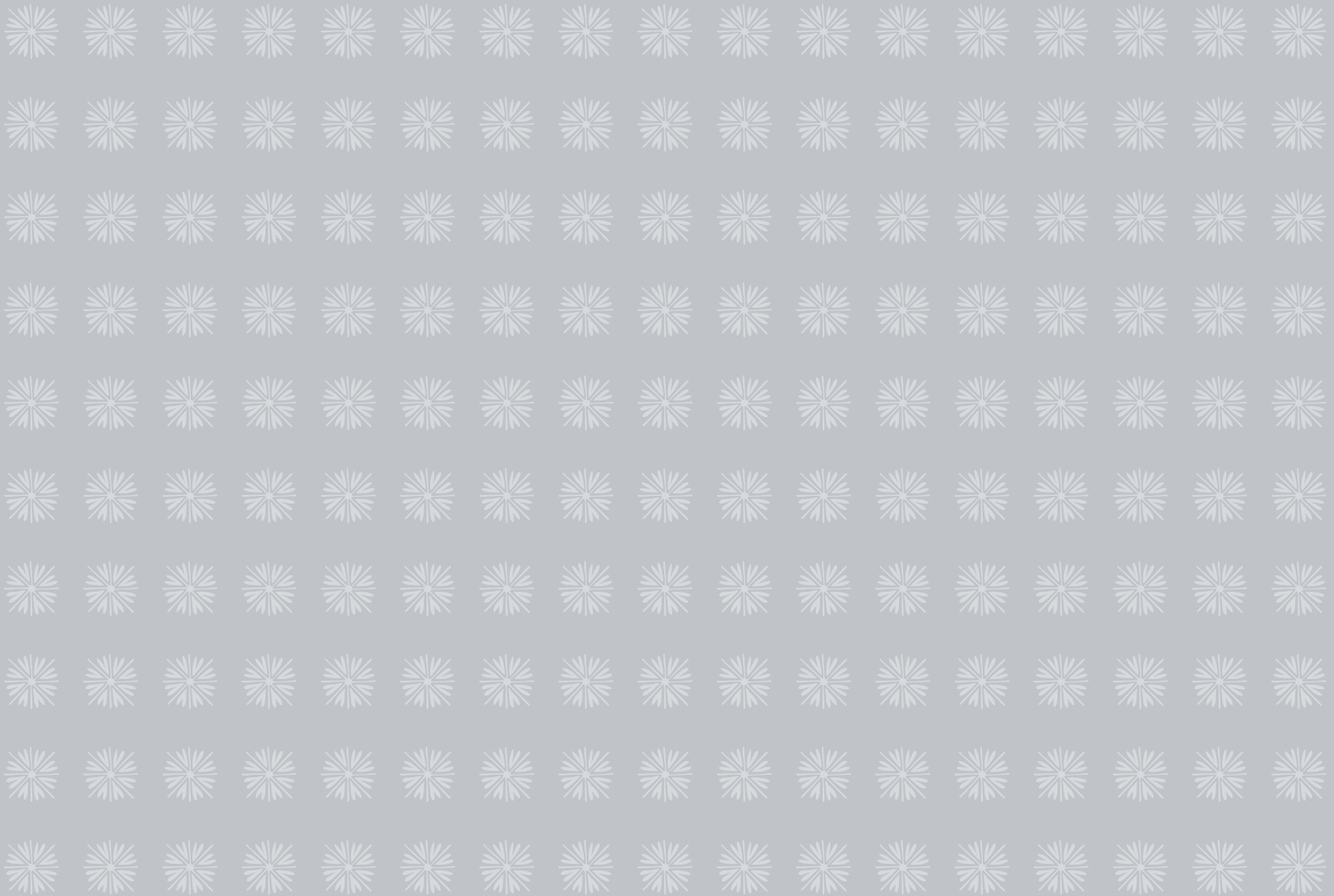
ANTANASKA ADAMS, KIM ALLEN, KATHY ANDRUS, KAREN ATKINS, PAUL BERGMAN, LINDA BERNSTEIN, JAMIE BOAGLIO, BRANDI BURDINE, ERICA CAMPANELLA, CHAO-YUN CHANG, KRISTANN GILLIES, CRAIG GOODSSELL, AISHA HARLEY, JENNIFER HEATH, NATALIE HILL, ASHLEY HINTZE, TSAN-YU & HO HE, DENA HOLMES, KATHY & RICK HUNSAKER, DOMINIQUE KING, SEIKO KUTA, MICHELLE LEBARON, HSUI-FENG LIN, WEI-TING LIN, NANCY LINDER, CHIH-KANG LIU, ANITA MARRIOTT, RUMI MATSUBORA, DENA MCCAFFREE, JUSTIN & ASHLEE MILLER, JUDI MINCKLER, YOSHIFUSA NISHIDA, AMBER NORDSTROM, KEIJI OKUYAMA, ROBYN OPENSHAW, CYNTHIA PORTER, SHERRI PRICE, JOSEPH & CATHERINE PUTUTAU, HUI-CHAUN SCHENG, HELEN SHAW, CYNTHIA TIMBERMAN, TK EXCHANGE, YASUKO UETSUHARA, LORI VAAS, CHRISTIE WAGNER, WANG PO WAN, DEBORAH WHITE, TUNG-HAN WU, HICO YAMAKAWA, TSURUKO YONAHARA, CHANGPU YU

NOTE: Recognition level is based on the highest rank reached and maintained for three months in a calendar year.

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