

# LEADERSHIP



## **New Presidential Diamonds – 6**

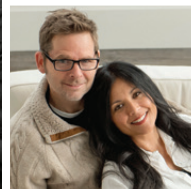
Sun Zhong and Xi Fuchun



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Congratulations on Reaching Presidential Diamond

# Matt and Bailey King

CEDAR FALLS, IOWA, USA



## What are the biggest hurdles you have overcome on the way to Presidential Diamond?

For us, one of the biggest things we've learned is booking classes from classes. Once we figured it out, it became the key to our success. It's allowed me to stay ridiculously consistent for five years. Teaching two to three classes a week in strangers' homes got us to Presidential Diamond. I learned early on that the keys to booking classes from classes were having fun, making the classes interactive and short, and asking each person if they wanted to host and earn free gifts.

Another big piece for us was focusing on our own development and our leaders' development. We made it a priority to provide self-development opportunities so that

our team's belief in themselves was as strong as our belief in them. Helping them overcome inner stories of unworthiness, fear, and so on was vital in our success. It has been incredibly special and heartwarming to play a part in that development.

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

Consistency, consistency, consistency. You have to be a consistent enroller. Enrolling gives you the power to build your team and grow leaders in the exact spots where you need new ranks. Keep your focus on enrolling and doing the daily necessities.



“Be stronger than your excuses. It is always worth it to put yourself out there and help someone.” —*Bailey King*



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

We each take on different things. Matt runs the spreadsheets, numbers, and home duties when I'm at classes. I do the teaching, enrolling, supporting, and mentoring.

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

Because we homeschool our kids, I'm with them all day. Leaving at night to teach classes is my “work time.” It's been important to help our kids understand that lots of people need my help to learn how to use oils. I let go of the “mom guilt” a long time ago. When I leave the house, I'm confident that I'm doing what needs to be done, and it's okay for them to have time away from me. When I'm with the kids, they're my priority. When it's time to work, I shift my focus.

#### Some people do not want to reach Presidential Diamond because of how hard and stressful it seems. What are the benefits of this rank? Why should someone strive to reach it?

Presidential Diamond is a true blessing. Our family's needs are met, we don't have to worry when the check engine light comes on, and we can choose to get organic groceries at the store. The best part though, is that our ability to help others is more present than ever. We're in a space where we can help lead, strategize, and cheer on anyone who wants financial freedom from their dōTERRA<sup>®</sup> business.

Our belief in this business is so strong. We truly want everyone to reach this rank with us so that the opportunities and options we have are wide open for them, too.

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

I'm still teaching two to four classes a week, simply because I love watching the light bulb turn on for people. I talk to a lot of people who have lost hope. They don't believe they'll ever feel anything but fatigue, discomfort, and so on for the rest of their lives. Then I'm able to show them that maybe—just maybe—there is hope, and it lies in something that's completely natural, as well as new to many of them. That is what lights my fire. That is what gets me out of the house with a two-week-old baby. That is what gets Matt and me, and five kids in the RV, heading across the country.

#### How has this business changed your life?

**Matt:** I've been able to see my kids grow up and experience their childhoods with them. I can provide them with more experiences than I ever thought possible. We've explored the country together. We've visited national parks, monuments, and cities that I'd never seen before.

**Bailey:** I love motherhood. It's something I always wanted for myself, so when I began growing a dōTERRA business, I wasn't sure what I wanted out of it. It didn't take long for me to realize that though I dearly love our kids, I missed a sense of accomplishment in my life. With our dōTERRA business, I have an impact on others' lives, their health, and their finances. I can't think of a more purpose-driven way of life. 💧



# Congratulations on Reaching Presidential Diamond Sun Zhong and Xi Fuchun

OAKVILLE, ONTARIO, CAN



## What are the biggest hurdles you have overcome on the way to Presidential Diamond?

**Zhong:** Building the team. We needed six Platinum leaders to achieve Presidential Diamond, and they all had to be Platinum at the same time. It was hard taking care of all six legs simultaneously. For me, that was the biggest challenge—helping downline leaders find success as we moved forward. We actually rebuilt a few times to stabilize our legs. It wasn't easy. It took a year after we first reached Presidential Diamond to solidify the rank.

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

**Fuchun:** At the start of our journey, we realized that we needed to help the people who wanted to be helped, not just the ones we wanted to help. Now, we focus on the people who want to grow.

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

**Zhong:** My wife understands people and knows how to share



**“This business is not about us; it’s about others. Everything we do is to help others. Whatever your strategy is, make sure helping people is part of it. We can always find a way of solving the problem if we’re thinking about others.” —Sun Zhong and Xi Fuchun**

wisdom. She spends 95 percent of her time teaching people how to use and love the products. I’m good at strategy and planning. I help our leaders build their businesses.

**Fuchun:** I just help people love the oils and keep using them forever. When I encourage people to get started in the technicalities of the business, they go to my husband.

**Zhong:** She shows people why, and then I tell them how. She’ll say, “There are a bunch of people who want to be Diamond this month. Can you help?” I say, “Yes, that’s my job.”

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

**Zhong:** Our family is the reason we do this business. They come first. Our dōTERRA® business has allowed us to build our business and take care of family at the same time. We work hard, and our kids have witnessed the whole thing for the last five years.

**Fuchun:** For me, family is always the most important. I always show my team that I focus on my family first. I don’t teach them to sacrifice their family for the business—that’s not the right way. They like my priorities. They’re also working hard because they want to support their families.

### **Some people do not want to reach Presidential Diamond because of how hard and stressful it seems. What are the benefits of this rank? Why should someone strive to reach it?**

**Zhong:** For me, each step has been hard. The biggest challenge was hitting Diamond. If you’ve hit Diamond, you know you have to put in the work. Yes, we’re busy, but it’s a different kind of busy. Once we reached Presidential Diamond, our lifestyle changed dramatically. We feel more freedom financially and in life generally. We can make our own schedule. We have more power to do good. That’s what is different about this rank. We can help more people now, compared to when we were Diamond.

**Fuchun:** To become Presidential Diamond, we had to build a stable team. That stability really is the freedom that happens

at this rank. You don’t experience the same level at Diamond. That’s why I encourage people to aim for higher ranks. When your downline is stable, you experience real freedom.

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

**Zhong:** As leaders, if we don’t move up, we have a hard time asking others to move up. We need to lead. This is one reason we continue building.

**Fuchun:** We like to teach and help people. We want to help people use essential oils, build a business, and experience freedom. There are still people to help, so we need to keep moving up.

### **How has this business changed your life?**

**Zhong:** Pretty much in all aspects, from my lifestyle to the way I think. Before dōTERRA, I thought my responsibility was just to take care of my family, raise my kids, and treat my friends equally. Now I have a widespread opportunity to change a lot of people’s lives.

**Fuchun:** I learned how to take care of myself, and then how to use essential oils to take care of my kids, family, and mom. I love it all. I always tell people, “Even if you aren’t making any money with dōTERRA, you’re making lives better.” That’s honestly how I feel. This business has changed me so much. 💧





"When you feel like you have discovered your calling, where you can help as many people as you can reach, when you're aglow with excitement each day, that's how you know you've found something authentic to you—something perfect for you."  
—Samantha Davis





Samantha Davis

SANTA CLARITA, CALIFORNIA, USA

# ROADBLOCKS TO RICHES

If you were to ask Samantha about her journey in creating a thriving dōTERRA<sup>®</sup> business, particularly about roadblocks and obstacles she's tackled and overcome, her response would first be, "How much time do you have?" You name it, and she's experienced it. "I've had it all. I've had serious health issues. I've been a single mom—I still am. I became homeless in my third year with dōTERRA when my ex and I separated. I had nowhere to go with my son. I've had a lot of people quit. I've had close relations sabotage my business. I've dealt with new markets. I've received negative online press from local community blogs that caused my class to drop from 35 RSVP to two."

However, Samantha is not someone to let difficult experiences block her path. "I've always had the mindset that when you ask big things of life, you're given big obstacles to overcome." She continues, "If no one shows up to a class or a qualifier

quits, ask yourself (no matter what it is), 'What's this supposed to teach me? What can I learn?' If you have that kind of mentality, you'll be many times better because of it." How can someone develop this perspective in their daily life? Samantha focuses on self-improvement: "I know I can always be better. Every roadblock I've ever encountered is less about the problem and more about me and how I react to it. I can control myself and my reactions, and I won't let these situations break me."

Entirely smooth sailing has rarely been a part of her life or her business. Samantha elaborates, "There have been points when I felt like if I was giving my business my all, it would thrive but my family and personal life would struggle. Then there were times when I honored more commitments to my loved ones and myself, but then my organization suffered. Living as a single mother in California, which is wildly

expensive, put a lot of pressure on me to find the right balance to keep my family and my business nurtured."

It has taken great strides to get where she is, and Samantha wouldn't have it any other way. She has achieved much on her dōTERRA journey and hopes others will join her on the path of independence. "What I've found—that has been a game-changer for me—is that you need to align yourself with what truly matters to you," she says. This is apparent in how Samantha has aligned her life with what matters most to her; in addition to her work as a dōTERRA leader, she serves women as a doula and a women's wellness expert.

"Don't overcomplicate the work. Stick to the system. You don't need to reinvent the wheel completely—you just need to put your own spin on it. And always treat the inevitable roadblocks as opportunities to assess and grow."

## SIDE BY SIDE IN THE TRENCHES

In Samantha's mind, part of the mission of every leader is to work with others to become better versions of themselves. "Wherever I can, I offer love, support, and a whole lot of patience. Patience is essential because you're supporting them in reaching their goals. Place them in your business based on their goals, not yours. The rest is up to them, not you."

Rather than be set on a specific end result, Samantha advocates, "You have to detach yourself from the outcome. With others, you're working by their side in the trenches every step of the way toward improvement. Being side by side with your team in the trenches is what leadership means to me."



## Cate Fierro

MAPLE GROVE, MINNESOTA, USA

# BEING YOURSELF IS BETTER

Cate came into contact with dōTERRA® products during an incredibly challenging time in her life, and now she says, “When I hear of a builder who’s struggling, I look back on where I was when I started. I had no experience whatsoever with essential oils or sales—I had nothing to lose and everything to gain.” When she approaches a struggling builder, Cate says, “I share where I came from with him or her, as well as where I made it in a few short years because I didn’t give up. Once I started on the vitamins and my daughters tried a few oils, our lives were so dramatically changed that I couldn’t keep quiet. I had to share!”


Cate understands that everyone has his or her own reason for trying dōTERRA products, so when times get hard, she says that the best thing to do is to “remember why you started and the moments when you knew something was special about dōTERRA. As you keep those in focus, remember to keep it simple and not get discouraged. You can keep going and get oils into the hands of people who need them as much as you did. If you can always keep your Why in mind, you can’t fail. That’s a big statement, but it’s true.”

One of the moments when Cate had to remember why she started was when

she first began to teach. Though as a singer she feels confident in front of large crowds, Cate remembers, “Small groups of people made me nervous. When I first started, I’d forget my words and feel like I had to present in a perfectly polished and rehearsed way. Every time I taught, even if I did a great job, I always felt inadequate. I felt like I needed to sound like everyone I’d watched over and over. The problem with that style is that it just isn’t me. When I am my truest, most effective self, I am comfortable, funny, honest, and raw. Don’t pretend to be someone you aren’t, because people see right through that. Your authentic self is







your best self, and once I embraced that, I enjoyed this journey so much more.”

The number one thing Cate advises to remember is how lucky you are to be involved in this opportunity. “This is a business—your business. You have a business! Did you ever dream that could be possible? There are going to be hard times, but there will be even more unbelievably rewarding and beautiful times. And when the day comes when you hit Diamond and beyond, you can tell yourself, ‘I did it.’ You’ll look at your team and say, ‘Look at my community around me. I’m so blessed.’ That is what I do every single day.”


## THREE THINGS TO REMEMBER

- 1. You should never stop paying attention to your business.**
- 2. Your team needs you and your leadership.**
- 3. The support from your upline and downline is so meaningful; let them help.**

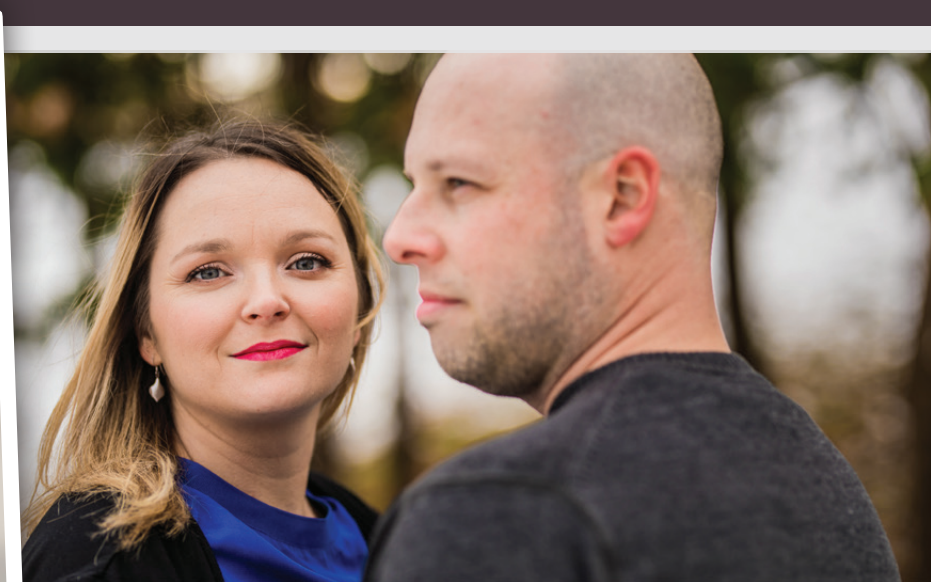
“Talk about what you know. When you tell your story, your authentic self will shine, and you’ll see those you’re sharing with become engaged. If you don’t know the answer to something, find it with them. Learn along with your customers and team. Keep it fun and simple.” —Cate Fierro







“When I go through hardships or feel despair in the growth of my business, I keep my eye on the reasons why I’m doing all this work. These reasons keep me going through any challenges, and I’m stronger because of my Why. Make sure to be clear on your Why and be intentional.” —Lison Guérette-Capony





## Lison Guérette-Capony and David Mondor

ST-IRÉNÉE, QUEBEC, CAN

# A Path to Freedom

**For Lison and David, “dōTERRA<sup>®</sup> is not a just a gift of the earth—it’s a gift from heaven.”**

There was a point when Lison faced complete burnout. She recalls, “My body and my mind were so exhausted.” Lison felt hope that she could find answers through natural health. She says, “I was always taught that it was my responsibility to take care of my health and utilize the treasures found in nature. Focusing on natural health and developing new products using my essential oils were ways to express my creativity and to improve my self-care. It helped pull me away from the burnout.”

Later, Lison discovered the business opportunity that dōTERRA offers. She says excitedly, “I couldn’t believe that it was possible for me to get an income

from my passion.” And for Lison, that has made all the difference. “I’m working now in a field that reflects my internal values, and I don’t get tired as easily. On the contrary, I feel energized, even if I work way more than before. It’s fulfilling.”

Lison tries to pass on her passion for this business, as well as the incredible blessing it’s been in her life, to everyone she can. “When I welcome someone on my team, I strive to see what they have—their potential. And when they experience challenges, I try to help them discover their unique strengths to overcome their difficulties. I let them see what I see in them: their strengths and unique voices. I consider it a privilege to be involved in lifting others every day.”

For Lison, she knows that a strong support system is key. She mentions,

“I work a lot with my husband, and his support means the world to me. This is a family business; both of my kids have helped me with the oils. Likewise, I would never be where I am without my qualifiers. As the saying goes, ‘If you want to go fast, go alone. If you want to go far, go together.’ Always remember to ask for help when you need it. One of the biggest strengths of dōTERRA is its strong community. Utilize it whenever you can.”

dōTERRA has made all the difference for Lison and David. “We’ve experienced total freedom and so many blessings from this business. We now want everyone and their teams to experience this freedom—it’s what we work for. We see all they have to offer the world and want to see them shine, flourish, and expand.”

## REMEMBER TO GIVE

**There’s great value in the act of giving. By giving and sharing, we are restored.  
There are a couple of key ways that you can give:**

**Share your knowledge with those on your team who are struggling.**

**Give samples! They can bless the lives of others and give them the unique experience of dōTERRA’s powerful essential oils.**



## Cheri and Chad Evans

LAYTON, UTAH, USA

# THE POWER OF PERCEPTION

**C**heri Evans constantly asks herself four foundational questions that have shaped her life and outlook:

- ❶ Do I take 100 percent responsibility for my life?
- ❷ What can I change on the inside that will help change things on the outside?
- ❸ Am I absolutely clear on what I really want?
- ❹ What actions am I taking to create the future that I desire?

These self-determining questions help Cheri create what she wants and first inspired her to build a dōTERRA<sup>®</sup> business. "Once I learned and lived this golden nugget, I was in a powerful position to make this business work," she says. "If you simply place the responsibility or blame on others, you also shift the power to those people. Taking complete responsibility focuses your mind, allowing for more creative ideas and solutions than you would have otherwise considered."

That doesn't mean it was an easy journey. With a family of six to care for—including twins—Cheri's plans and dreams were only as high as Silver. "From my experience of having twins, I learned that I can do hard things and shouldn't

be afraid to try. This convinced me to reach higher and try doing Diamond Club."

She knew what she desired, where she wanted to go, and why, so she announced to her team at their retreat that she would hit Diamond. "As one of my favorite quotes advocates, 'The best way to predict the future is to create it.' I daringly put the announcement in writing on my bio. I remember typing it up with butterflies aflutter in my stomach. I cut my picture out of my current rank and placed it in the Leadership magazine, taping the page on the wall by my desk."

But how was she to get there? In Cheri's experience, when the what and the why are clear, the how soon presents itself. "When my mind is crystal clear on what I'm striving for, it shows up in my life, and I'm ready to receive it. Projection and perception are powerful." To take full advantage of the opportunities presented by her business, she invested in her "dōTERRA education," completing training programs, participating in success classes, and reading books by experts to put herself in the right frame of mind to set up the destination before arriving.

And it all led her to the future she foresaw and actively pursued. "What has this dōTERRA journey done for me? Not only am I healthier because of the products and lifestyle, but I've also made huge changes and grown on the inside, thanks to the vision I had."





**"Everything starts with a decision to try, to make a concentrated effort. What you focus on grows. Energy flows where intent goes."**



## **FIVE TIPS TO BECOME A BETTER LEADER**

Cheri and Chad strive to constantly improve and refine their abilities as leaders and as people, beginning with visualizing the change they want to manifest. Part of this process is building good habits and having the right state of mind to bring that change into being. Here are their tips to help you become the best leader you can be.

1. Be the person who gets along well with others.

2. Listen, empathize, and ask good follow-up questions.

3. Figure out what each person you meet wants, then help him or her get it.

4. We never truly fail if we continually strive to learn and improve.

5. Trust that you can change. Let your experiences transform you into the leader you long to be.



## Faith Hill

KINGS MOUNTAIN, NORTH CAROLINA, USA

# LEARNING ALONG THE WAY

**I**f it's time for people to fly and follow their passions elsewhere, help them end well," says Faith. She was working with someone on her team who was starting to think that it wasn't the right time to be building a business. Faith wondered if she could create a strategy to help this person stay. Could she reach her goals without that team member? In the end, Faith realized that her goals couldn't take precedence over what was best for this person. "She was tired. In my mind, ending well with her kept the relationship," she explains. "She didn't leave with a bad taste in her mouth, and she's still a strong product user." The biggest lesson Faith learned from this was how to let go.

"I went Silver in my first 30 days in the business," Faith explains. "People tend to see it as a great thing, but it

posed a ton of challenges." One of the challenges was building strong and lasting relationships. "When I see people who have been in this business for a long time and hit Silver for the first time, I know they'll never drop down. They'll never not be Silver because they played the long game. Their customers are lifelong users."

An early lesson for Faith was focusing on the basics with her customers. "I went for big impact every time, but it's the small things that keep people coming back forever." Now, anytime she feels stuck, Faith goes back to the basics. She gives samples, spends time getting to know her customers and their needs, and focuses on the Loyalty Rewards Program. This approach is something she works hard to teach her team. "It's a mentality that starts at the top," she says.

One last thing Faith has learned during her dōTERRA® journey is the power of being a normal person rather than an expert. "I'm a certified nutrition consultant, but I get way better sales when I approach the business as a mom." Now she encourages her team to embrace the learning process. "The most powerful months in the business are when you know nothing because it equalizes you," she explains. "It equalizes you with the people you are educating, helping, serving. I missed it. I was so concerned with making sure they knew that I knew what I was talking about, that I ended up making all these people dependent on me. At the end of the day, I missed the power of being able to say, 'I don't know, so let's find out together.'"

## LIFE AND BUSINESS LESSONS

**Life happens for you, not to you. It's easy to focus on the negative. Avoid victim mentality and make room for the good things that can happen.**

**People and relationships over business every day. When I feel like I'm hitting a wall, I ask myself, "Where did I lose connection?" If the last five texts I sent somebody are all about business, I've lost connection.**

**dōTERRA enhances my passion. dōTERRA is a powerful bridge between my interests, which makes me more effective in helping my customers.**





**“People are way more  
important than goals.”**

*—Faith Hill*



# NEXT-LEVEL Diamond Club

Diamond Club is a massive opportunity to ignite your dōTERRA business and grow your team. It allows you to meet fresh faces, form personal connections, and establish new leaders, while also continuing to support and build your existing team. There is a special kind of magic that happens when people feel connected, and that's what Diamond Club is all about.

## Have You Heard About the Diamond Club Updates?

Diamond Club exists for you. We recently updated the Diamond Club program to be simpler and more effective, helping you increase your customer base, find new builders, and focus on sales and retention. You can also earn a monthly \$300 cash bonus—that's right, a monthly bonus to build your business with Diamond Club.

In addition to the monthly bonus, we are awarding over 185 end-of-season prizes to top participants in Diamond Club, ranging from \$1,000 to \$15,000! When you win, spend it however you would like—go on a much-needed vacation, pay off your car, take a chunk out of your mortgage, or funnel it back into your growing business. And perhaps one of the most life-changing rewards is the chance to go on a sourcing trip with dōTERRA Founding Executive, Emily Wright. This opportunity will be awarded to the top 200 participants.

## What Else Is New?

Here are some other updates. Going forward:

- Ranks Silver and above can participate.
- You need to teach four classes a month, keeping yourself accountable and pushing your business forward. However, there is now no travel requirement and no more travel receipts, making it less stressful for home businesses.
- Of the classes you need to teach, one of them can be online. This means you can harness the power of social media and extend your reach.
- You can have up to four Sponsors for Diamond Club, receiving extra support and encouragement and allowing the financial obligation of the monthly bonus to be divided simply and equally.


Check in with the Diamond Club team, your leaders, or the Diamond Club website to learn everything you can about the secret sauce that is Diamond Club.

Approximately 70 percent of all Diamonds and above have participated in Diamond Club. It's powerful. It lays the foundation for rank advancement and a strong business. So set your sights on the next Diamond Club season and prepare now.

**“Diamond Club has the potential to completely transform you, your team, and your business in a way that nothing else can. Don't miss this unique opportunity.”**—Emily Wright, Founding Executive, Global Leadership Development







**You have what it takes to push yourself and your business to the next level, but sometimes it's helpful to have a little support and incentive. That is why we created Diamond Club. It allows you to meet and network with new people, form lifelong connections, establish new leaders, and overcome whatever obstacles are in your way as you build financial independence and a strong, reliable team and community.**



## Jewl and Kaulin Hinton

HURRICANE, UTAH, USA

# LIFE IS KNOCKING

Jewl spent five years building her dōTERRA<sup>®</sup> business. Eventually, it reached a point where it made sense for her husband, Kaulin, to walk away from his job and work with her. With them both working together, they knew the potential was enormous.

One day, Jewl asked Kaulin an odd question: "If I died, what would you do?"

"I'd pack up the kids, drive to South America, and explore the world. What would you do if I died?"

"I would pack up and travel to Europe and Asia to see the world."

That conversation was a turning point. It made them stop and realize that, amid all the work of building their business, they forgot to think about their hopes and dreams. "We realized that we were living a life that was unintentionally holding us back," Jewl says. They both wanted to do the same thing, but they'd never seriously considered it.

"Within three months of that conversation, we had our bags packed and were sitting on a plane to Brazil," she remembers. With their three children, Jewl and Kaulin explored the world for five months, visiting 13 countries.

"That is the beauty of this business. You can do it anywhere in the world," Jewl explains. "All you need is the Internet and the power of sharing products. On that trip, my husband even signed up our qualifying Diamond leg." The things they wanted—which only a few months





**“Amazing things open up  
when you start living in the  
now and just go for it.”**

—Jewl Hinton



before had seemed impossible—were now a reality.

With this experience, they realized the incredible power of hopes, dreams, and goals. Too often, people put off what they want because of everyday hustle and bustle. When that happens, you miss out on amazing things. Just ask Jewl: “We look back at 2018 as one of the best years of our life,” she says. “Ask yourself what you want out of life and what you’re holding back on.”

“Life is knocking. It won’t wait long. If you had the thought that still burns inside, a genuine yearning to do more, it’s time to look at it again. Then take a small step toward it,” Jewl shares. “Amazing things lie outside of our comfort zones, one tiny step at a time. And before you know it, that one small step has gotten you miles toward your goals in life.”

## GETTING REAL WITH YOURSELF

**If you want to take your business to the next level, Jewl and Kaulin recommend asking yourself some hard questions.**

**Is there something in your life you’ve been putting off?**

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**Is there someone you’ve been afraid to talk to?**

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**Is there something you’ve been putting off because the timing doesn’t feel right?**

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“One of my strengths is accepting people where they are. If they want essential oils, they can have them! If not, that’s fine too.” —Lotus Hartley



Lotus Hartley

WASHOUGAL, WASHINGTON, USA

# USING NATURE TO SHARE HER NATURE

"I was one of those people who'd never consider it," Lotus Hartley says about network marketing. But then she attended a presentation by her neighbor's sister. "During the presentation, I thought to myself, the oils sound cool. I was given a sample of dōTERRA Balance®. It ended up becoming my favorite oil blend."

Over the next few months, Lotus found herself using other essential oil samples for various things and asking for more information. She ended up getting her own set of oils, and it wasn't long before she was sharing them with her own friends. "The oils were so helpful to me as a parent; I couldn't not tell people about them."

Lotus was on a lot of Facebook groups for new mothers, and she knew many people were desperate for natural ways

to care for their families. "I had to tell other mothers about the oils," she says. She utilized this network to reach a wide audience, sharing videos and information about how to use essential oils.

What started out as talking to other moms about essential oil products quickly turned into something bigger. "It didn't take long for me to realize that it'd be easy to start building a business." The more she learned about dōTERRA, the more impressed she became. Despite her reservations about network marketing, the quality of dōTERRA convinced her to start building.

"I had confidence in the oils because I knew that they work and that they're helpful for parents," Lotus explains. "I didn't have any shame in sharing or trying to help people." For her, it was simple. She told people about dōTERRA

products, and if they wanted oils, she would help them get their own. If they didn't, that was fine with her. "I don't have to do this. People don't have to do this. But they could—and get a free oil each month with their order."

From the beginning, sharing oils has been the foundation of Lotus's success. The confidence she has in them makes it easy for her to tell other people. Learning about the essential oils and focusing on her mindset were key. "Don't be embarrassed to share oils with people," she advises. "Always bring your oils with you and invite everyone to learn. You could change someone's life!"

Lotus hit Silver, kept her volume high, and reached Diamond. "I didn't know I could do that, but anybody can do that. It's just living life and doing what you do best, organically."

## MEANINGFUL MENTORING

### Lotus credits good mentors for much of her success.

To get to where she is now, she was coached in critical conversations; her mentors helped her navigate every roadblock and overcome every obstacle. Here are some of her thoughts on meaningful mentoring, whether for yourself or another person:

- **It's easy to become discouraged and not know what to do next.** Remember that even though you're doing this business by yourself, you're not alone. Find someone to help you.
- **Don't worry if your organization changes.** It happens,

and sometimes you need to find new support. Work with your upline, crossline, or a coach from time to time.

- **Sometimes roadblocks arise because good communication with your team falters.** Reach out and talk directly to your upline or downline.
- **Stay connected.** Find a mentor or mentor someone else. Your best ideas often come from conversations with other people.
- **Be accountable.** Remember, when you're doing the work, it inspires people above and around you.



NEW dōTERRA DIAMONDS

Jon Erik and Lynn Kvamme

CEDAR CITY, UTAH, USA



# A STORY OF PERSISTENCE

Images by Amanda Clark Photography



**“The story goes that when there’s a storm coming, cows run away from it. But buffaloes—they see the storm and run toward it. They move into it and end up going through a lot faster. So if you face your problems and challenges, you’ll get through them far more quickly than if you try to avoid them.” —Jon Erik**

**W**hen Jon Erik and Lynn first began growing a business with dōTERRA®, they were living in Norway and were about to move to the US. “In regard to timing,” Lynn says, “it wasn’t the best.” However, she and Jon Erik remembered the importance of a meeting they had with Greg Cook. “He made some dōTERRA presentations and said if we wanted to start in Norway, we could find success there,” Jon Erik adds. “As far as persistence goes, we built for half a year before moving to the US, where we knew no one.”

“Moving to the US was the first big obstacle,” Lynn recalls. “Our whole network was in Europe. Jon Erik is from there, and I’d lived there for 17 years. Besides my family and a few friends, we didn’t know anyone in America. We had to ask ourselves, ‘How are we going to build this?’” Rather than run away from the storm, this power couple ran toward it! “We came up with a strategy. Our efforts focused on having physical

meetings in Norway and then eventually virtual meetings. Most people build in their immediate areas, but we knew we had to build across the ocean.”

Not only was it a transition of location, it was also a change of occupation for Jon Erik. “The shift from the corporate world, where people are paid when they do what someone tells them to do, was an interesting experience. I’ve learned more about leadership in this business than in the corporate world. This business is all motivational—you can’t make people do anything, as this is a voluntary workforce.” Lynn adds her point of view, “He came from a successful position in a global IT company. To go from dealing with the corporate world and massive accounts to working with individuals—predominately female—and a whole new demographic has helped him develop a lot and . . . well, understand the opposite sex more, which is a good thing,” she concludes with a laugh.

As if transitioning from the IT industry to building an essential oil business on another continent wasn’t challenging enough, Lynn and Jon Erik’s hard-won momentum came to a near screeching halt when they experienced issues with product orders. However, in true founder spirit, they continued to grow their business as they worked to find solutions. “This made our business grow slowly—but surely,” Jon Erik recalls.

The changes that have happened in their lives have added to Jon Erik and Lynn’s story of persistence. Lynn concludes, “There are always hurdles along the way. Walking against the wind challenges you in a beneficial way. It can be tiring, but you know that you need to keep going forward, no matter how slow it feels. As long as we’re all consistent and persistent, then things will work out.” And for this couple, it certainly has.

## A DYNAMIC DUO

**Both Lynn and Jon Erik work side by side to make their business grow and thrive. “It’s kind of unusual compared to a typical team in our field, where the woman leads and the man comes in after.” Lynn elaborates, “Ours has been the opposite. Jon Erik travels to Europe quite a bit, as that’s where he grew up. We have two children, so I’ve elected to stay home and raise the children. We put in**

**the same amount of effort—100 percent—but in different ways toward our mutual goal.”**

**No matter how a couple might approach their business, depending on individual circumstances, they need to make it happen together. “Spouses need to be on the same page and be a team. It’s completely essential for well-being—not just for the business, but also for the family.”**





# Empowered Success

with dōTERRA™

**BUSINESS TIPS ON THE GO.** Your business is important, and dōTERRA is here to provide you with the support, guidance, and resources you need. *Empowered Success—Building Your Business with dōTERRA* is a weekly podcast that tackles common roadblocks to business growth by empowering you with effective strategies from experienced leaders. You'll learn how to develop your customer base, how to find business builders, and how to make long-lasting residual income—all in one convenient podcast.



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Our podcast episodes feature the top business builders, who have an abundance of knowledge and experience. These leaders spill the beans on how to retain customers, create momentum with events, balance full-time work with a dōTERRA business, and much, much more!

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The numbers don't lie. Wellness Advocates everywhere are taking advantage of this powerful resource to create success with their businesses. Since its start in May 2019, *Empowered Success—Building Your Business with dōTERRA* has been downloaded over 120,000 times. So what are you waiting for? Join these Wellness Advocates around the world in taking advantage of this proven resource today!

## Get a Taste

### Episode 2: "How to Make Money and Build Residual Income in dōTERRA," featuring David Ellis

As you try finding people to help you build your business, you might run into concerns like, "Can I really make money with network marketing?" Or, "How could the dōTERRA business possibly give me financial freedom?" In this episode, David Ellis answers these questions by sharing his personal experiences and some impressive statistics.

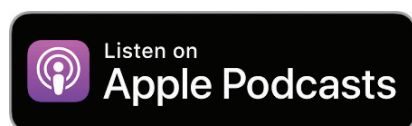
### Episode 19: "Avoid Common Mistakes When Finding Customers," featuring Justin Harrison and Hayley Hobson

Are you worried you'll make rookie errors as you search for customers? In this episode, two top leaders discuss how to avoid the most common mistakes when finding customers. Justin Harrison and Hayley Hobson provide easy-to-follow tips to help you build your customer base with ease and confidence.

### Episode 26: "Closing Your Class with Confidence," featuring Kacie Vaudrey and Neal Anderson

Closing can be the most exciting part of the sales cycle. Listen and learn how to get your customers excited about the products and how to know when to close the sale. Top-selling Wellness Advocates Neal Anderson and Kacie Vaudrey share what works for them so you can implement their advice in your own business.

## Subscribe today!





## Jing Ma and Jinhui Wang

MONTREAL, QUEBEC, CAN



# SUCCESSING AFTER DELAYS



*“The power of dōTERRA essential oils made such a profound change in my life and I feel blessed every day to have them to bless me and my family.” —Jing Ma*

For Jing, the plan to share dōTERRA® products was there from the beginning. “The first kit I bought was a sharing kit. When I ordered it, I really didn’t know anything about essential oils or how to use them. I bought it because I believed the amazing experiences that my friend Xi was telling me about. As I listened, I realized that I wanted to put those essential oils to the test in my life.”

Jing eventually got an opportunity to do so. “The first time I tried using essential oils was because of my son. He had a lot of issues with his stomach that were causing him discomfort. Xi told me to try diluted DigestZen® to see if it would help him. Personally, I don’t really like the smell of DigestZen because it’s so strong and potent, but I knew that I needed to do something to try and help my little boy feel better. So I applied DigestZen that I had diluted considerably with Fractionated Coconut Oil to his abdomen and massaged it in. I don’t know exactly what I expected, but the result was incredible—it surprised me and everyone else.”

That experience changed Jing, and she wanted to do something with the knowledge she now had. “After having this incredible experience with my son, I started to share the oils

with my family and friends, because they were so important to me. Three months later, I achieved the rank of Silver. After those three months, my husband started to worry about me. He talked to me about how he wished I’d continue my PhD or go back to work, as he didn’t like the idea of a direct sales business. I did end up choosing to go back to work, but I didn’t give up on sharing dōTERRA products.”

The opportunity for Jing to focus on her dōTERRA business full-time again came even sooner than she expected. “Eight months after I went back to work, I found out I was pregnant again. So I used my maternity leave to restart my dōTERRA business. I studied and trained team members every day. With the massive support from my upline and everyone on my team, I was able to get to Diamond in two-and-a-half years.”

As for her husband, Jing says with a smile, “He realized that I’m not just a multilevel salesperson—I’m working to help people every day, and now he’s one of the biggest supporters of my business. We both understand now that we can use essential oils to look after our family and those around us. Just one drop, one person, one community at a time. That was my dream, and now it’s our dream.”





**KEEP THINGS CONSISTENT WITH YOUR BUSINESS. DON'T GIVE UP,  
EVEN IF THINGS GET COMPLICATED OR YOU GET BUSY. IT WILL BE WORTH IT.**





## Always Stay Humble

When you recognize the need to be humble and open to the lessons, criticism, and guidance of others, you'll be able to truly move forward. Never be afraid to say that you don't know the answer. Admitting that you need guidance, even when it might hurt your pride, will help you grow into the leader you can become.





Jessica Preston

EAGLE RIVER, ALASKA, USA

# More than Just Selling Oils

**“I think a challenging roadblock was my inability to recognize my need for others. I wish I’d understood that I needed my upline and crossline people earlier.”—Jessica Preston**

For Jessica Preston, the dōTERRA® business is more than just sales. “It’s more than just enrolling someone with a kit. It’s trying to see how I can truly impact others’ lives and encourage them on a personal level. With that perspective, they have all become my best friends.”

One of the ways Jessica accomplishes this is by looking at each interaction as an opportunity. “I really believe that people need to have an experience to make these oils mean something to them. People will forget what you tell them, but they’ll never forget how you make them feel, so give them an experience.” For Jessica, this is the bottom line: “If you give them an experience, they’ll be hooked.”

Jessica also understands that after they’re hooked, there’s more to do to

build that person into a leader. “When you tell children that they can’t run into a street, they might not understand why, but they do it. The same goes for truly understanding the potential of the business. Early on, we might not see it. But if we have faith that this company has integrity and is bigger than what we can even imagine, we can keep moving forward, and then it’s all worth it. The payoff is so much greater than we could ever picture—not just financially, but also with the community and leadership skills that are developed.” Jessica’s advice for those who are starting out is “to keep going, trust, and hold tight.”

As a leader, Jessica strives to help each of her builders grow into their potential. “I really try to talk through this with them

and help them see the bigger picture. I try to show my leaders—by example—how to develop leadership skills and work with their people. And, of course, I always try to remind them (and myself) that this business is about more than selling oils—it’s about changing lives.”

According to Jessica, the biggest thing to remember is this: “Don’t push anyone! That is the foundational line in terms of supporting my builders and helping them grow their businesses. They need to find their own leaders who are willing to run with them and go crazy.”

“Finally,” she says, “make them feel valued and help them understand their worth. Always help them feel like they belong and that they are of value to your organization and your oil family.”





## Claudia Saputo

HUNTINGTON BEACH, CALIFORNIA, USA

# Keep Showing Up

Claudia was extremely proud of her career. A registered nurse, she worked night shifts in the neonatal intensive care unit and day shifts in the emergency department. This was all while she raised her children. During her third pregnancy, she was put on bed rest. Unable to work, her income from nursing stopped. “But since I had casually shared dōTERRA® products with friends, those checks kept coming,” she remembers. During this time, she realized the incredible opportunity she had with dōTERRA. She started teaching weekly classes when her baby was six weeks old.

When it was time for Claudia to go back to work, her heart simply wasn't in it. “I came home completely exhausted, and my family felt that. I realized I had a choice.” She decided to go all in with dōTERRA. Instead of working overtime, she worked minimum hours and dedicated as much

time as she could to growing her team. “I had to learn to redirect my time to the things that mattered most during this stage of my life,” she explains. “This business brings me tremendous joy. Because of that, it's easy to let everything else fall into its place.”

Claudia's advice to others is to just show up. “You just need to be brave enough to keep showing up. You can't just show up for the good stuff.” Claudia knows from experience that if you're all in with dōTERRA, that means showing up for the scary things. “My first class, I showed up with flashcards and the class DVD. Speaking in front of people is something I would normally run away from, but I showed up. And I kept showing up.”

When Claudia did Diamond Club, she got used to teaching classes.

“I ended up teaching over 130 classes in four months.” For most of those 130 classes, she had her three kids with her. It was hard work, but the payoff was worth it. In four months, her team had a double rank advance. She went from Gold to Diamond. “I didn't know I had it in me,” she says.

“Personally, the hardest ranks to tackle were Premier through Gold,” Claudia recalls. “I see now that the hard days were teaching me the ins and outs of the business.” The lessons she learned early helped her build a strong foundation to support her to higher ranks. From launching her business while on bedrest to Diamond Club, Claudia has learned how important it is to embrace the process and keep showing up. “There's no growth without struggle. Just because something is hard doesn't mean it was not meant for you.”



**“So much of this business revolves around building others.”**

—Claudia Saputo



A man and a woman are embracing on a beach at sunset. The man is wearing a blue button-down shirt and the woman is wearing a light-colored, short-sleeved dress. They are both smiling and looking towards the camera. The background shows the ocean and a soft, hazy sky.

## TOOLS OF THE TRADE

“Use the free tools provided by dōTERRA. Empowered Success has been a fantastic framework to help launch and keep leaders on track. Before, I referred people to multiple Facebook groups, websites, resources, and so on. It was overwhelming. I found success by downsizing, focusing on relationships, and finding simplicity.”



## Kristin Worley

CINCINNATI, OHIO, USA

# COMING Together as a Team

**K**ristin has a story to tell, and it isn't an easy one. Her story is about a leader with whom she had a strained relationship, putting a burden on the whole team. "I'd like to tell this story because I feel like a lot of leaders struggle with what we struggled with," she says. "We have come a long way and are over the hill. In the end, I think we both lifted each other."

Kristin and this leader knew each other and had what she describes as a negative history prior to being on the same team. "We wanted to make it work but didn't have the skills to do that." Communication was poor between

them, and Kristin struggled to figure out how to manage the situation. They decided not to work with each other, but what could she do to avoid creating conflict on the team? Anytime they were in the same room, there was tension. "This created a huge divide within our team. People weren't sure if they should talk to me or to her. It caused a lot of confusion, and all along we thought we were handling everything okay."

After one stress-filled retreat, this leader called and said it was time to address the situation. "We finally got on the phone together, and each of us said, 'These are the things that are bothering

me. I want to let it go, and I'm sorry for the things I did to you.' We both realized we could either be each other's greatest enemy or strongest ally," Kristin explains. "It chokes me up even to talk about this because we have both come along way to where we are today."

Kristin hears about problems like this on other teams. "The reality is things like this happen, but no one wants to talk about them. I never wanted to tell anyone about it because I didn't want to be the person with the issues," she says. Once they started working it out together, the two of them talked to their respective teams about the situation. They decided





**“In order to grow, we have to shed certain layers of ourselves that aren’t serving us or others and just let it go. Don’t hold on to it. Whether it’s a positive or negative belief, if there’s some sort of block happening, it’s an opportunity to learn, grow, and become a better version of yourself.”**

*—Kristin Worley*

to be as transparent as possible with the team, even doing livestreams on their team pages. “We were really open about our issues, and it created a space for others to feel safe. Afterward, there was a huge outpouring of love, excitement, and relief from so many people on our team.”

Immediately after Kristin and her friend began working things out, they were ready to go. “We had been waiting for this forever,” she says. They came together and built a community where everyone feels safe to talk about their struggles and issues. “Keep it positive and don’t allow negative chatter to even enter into the arena. Check that at the door, squash it, and focus on what really matters,” Kristin explains. “Because what really matters is lifting people up and supporting them where they are.”



## Resolving Team Conflict

### **Be open to hearing the good and the bad.**

Even if 98 percent of what you’re doing is awesome, that 2 percent could be causing problems for your team. You have to hear that 2 percent with an open mind.

### **Give the other person space to be vulnerable.**

Creating an open space helps everyone talk about things that are hard. Once we shed our armor, we can be gentle with each other and grow.

**Be honest with yourself.** It’s easy to think others did something wrong and not ourselves. This seems to be a protective instinct, one that comes from fear of being hurt. I’ve learned that it’s important to be vulnerable and to let go of that.

**Don’t give up.** Working through conflict is a process. I wish I could say it only takes one call for the conflict to be resolved, but it doesn’t. It takes significant time and effort.





## Eliza Yoshida

WAILUKU, HAWAII, USA



# “Just” a Mom

**E**liza had no interest in essential oils before she had kids. “I was the person who’d roll her eyes,” she remembers. “I had to ask people to stop talking to me about their quacky, hippy-dippy voodoo potions.” Then something changed. “I had kids,” she says simply.

Once she embraced essential oils, there was no turning back for Eliza. Six years with dōTERRA® products and she has never once thought about quitting. “The product is the product, and there’s nothing that rivals what we offer, so there has never been a question about them in my life or my family’s life.”

It hasn’t all been easy sailing, though. “I built this business with zero extra time. In those early days, my kids were young and both my husband and I were working full time. He is a police officer and I was a teacher. With such a tight schedule, I had to make pockets of time.” Eliza fit in her dōTERRA work at night or while her



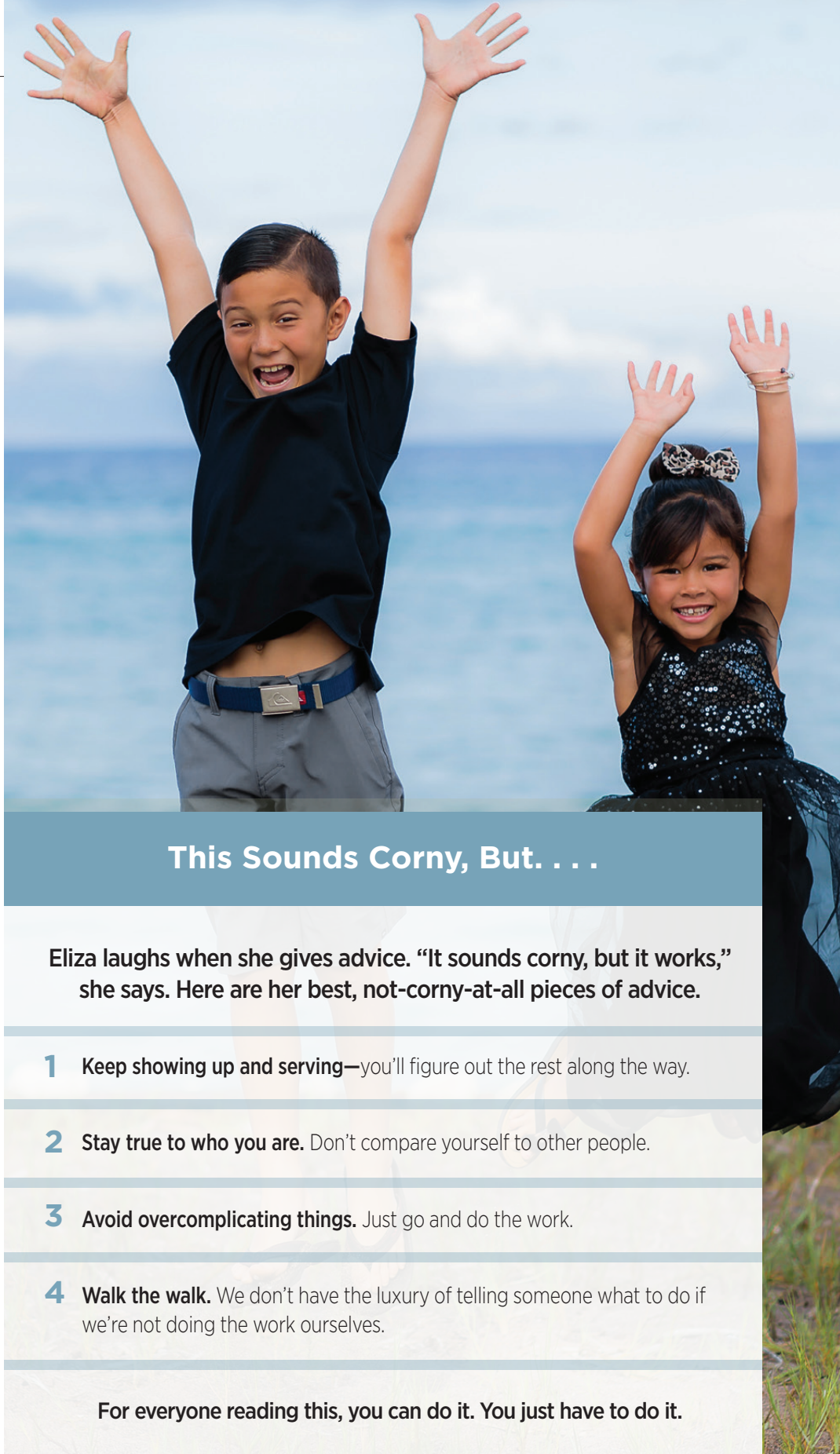
kids were asleep—or during naptime. “Yes, I slept a little less for sure, but I never felt like quitting because everything was done on my terms.”

As her team grew, she found a community of other committed people. They all wanted the same thing, and it made for an effective support team. For example, now they all teach one or two classes a month and then invite people to each other’s classes. This allows them to maximize time and build crossline relationships.

Eliza has learned a lot about leadership since starting her dōTERRA business. “I believe that effective leadership in this business is showing up and doing the work right alongside others,” she says. “I don’t think I’ve ever asked my leaders to do something that I wasn’t doing.” Eliza always does the things she tells her team to do, whether it’s teaching classes or following up. It doesn’t matter how busy she is—she leads by example.

The most common roadblock Eliza sees is that people are not actually doing PIPES. She’s at a point with her business that she has to take her mentoring seriously. “Utilizing the Success Check-In tool from Empowered Success has transformed my business. It has helped me show up and mentor my people.”

At the end of the day, everyone has what it takes to be successful in dōTERRA, in Eliza’s opinion. “There’s nothing special, different, or extraordinary about me,” she says. “I am just a mom who found something I loved—and still love—and started to share it with everyone.” Her advice to others is, “Focus on personal development—keep getting better and growing—because dōTERRA will force you to grow, whether you embrace it or not.”



## This Sounds Corny, But. . .

**Eliza laughs when she gives advice. “It sounds corny, but it works,” she says. Here are her best, not-corny-at-all pieces of advice.**

- 1 Keep showing up and serving**—you’ll figure out the rest along the way.
- 2 Stay true to who you are.** Don’t compare yourself to other people.
- 3 Avoid overcomplicating things.** Just go and do the work.
- 4 Walk the walk.** We don’t have the luxury of telling someone what to do if we’re not doing the work ourselves.

**For everyone reading this, you can do it. You just have to do it.**

**“There’s no time to waste on what I haven’t done.”**  
—Eliza Yoshida



# dōTERRA<sup>®</sup> WELLNESS ADVOCATE *Recognition*

## TRIPLE DIAMONDS



PATRICK & ALLYSE SEDIVY

## DOUBLE PRESIDENTIAL DIAMONDS



FOUNDER EUR

WES & HAYLEY HOBSON



FOUNDER

DAVID & TAWNYA HSIUNG



FOUNDER USA

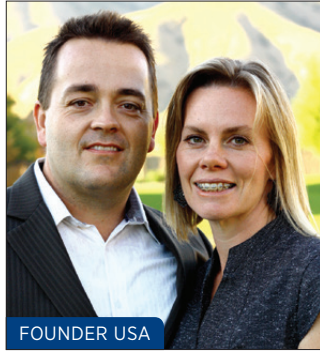
BOYD & SANDY TRUMAN



## DOUBLE BLUE DIAMONDS



ANDY & NATALIE GODDARD



JUSTIN & KERIANN HARRISON



JERRY & LAURA JACOBS



MARIE-KIM PROVENCHER

## DOUBLE DIAMONDS



KENNY & REBECCA ANDERSON



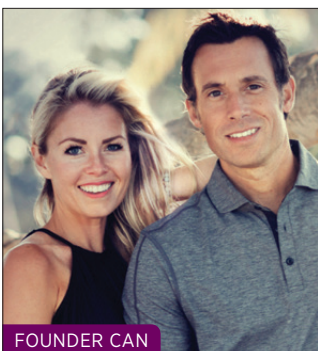
ELENA BROWER



PAUL & BETSY HOLMES



ERIC & ANDREA LARSEN



ANGE & CHRIS PETERS



KACIE VAUDREY &  
MIKE HITCHCOCK



CHRISTIAN & JILL WINGER



SUN ZHONG & XI FUCHUN



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MATT & KELLY ANDERSON



CHRIS & KAREENA BRACKEN



JENNIFER BRADY



JERRY & BRANDI BURDINE



JAMES & ROXANE BYBEE



STEVE & GINNA CROSS



MOLLY DAYTON



CHRISTIAN OVERTON & MARK EWEN



SCOTT & RHONDA FORD



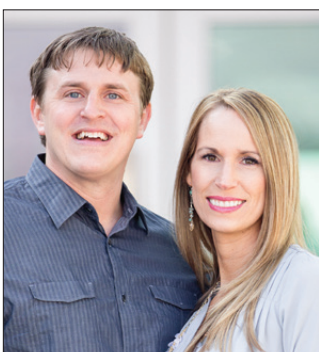
JEFF & JEN FREY



LI & LANCE FRYLING



ROGER & TERESA HARDING



JOHN & MELYN HARRISON



LORI & JOE HAYES



SHANE & REBECCA HINTZE



NATE & BRIANNE HOVEY



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CLAY & JESSICA IDDINGS



MATT & SARA JANSSEN



JOSH & SEASON JOHNSON



MATT & BAILEY KING



KYLE & KIERSTON KIRSCHBAUM



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ZACKERY & STEPHANIE  
MARTIN



JULENE MARTINDALE



JOSH & KEELI MARTINEZ



STEVE & KIMBERLEY MILOUSIS



NATE & DANA MOORE



KC & JESSICA MOULTRIE



JARED & NICOLE MOULTRIE



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ERIC & KRISTEN PARDUE



JENNA & ANDREW RAMMELL



DANIELA & FERNANDO ROMAY



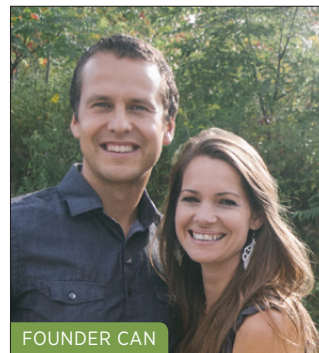
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DAVE & PEGGY SMITH



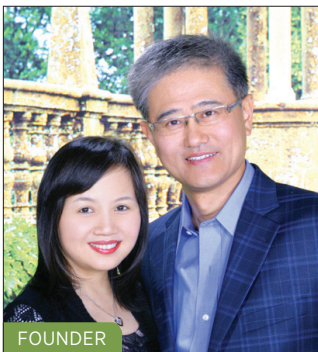
RYAN & DANI SMITH



BRAD & DAWNA TOEWS



BETTY TORRES



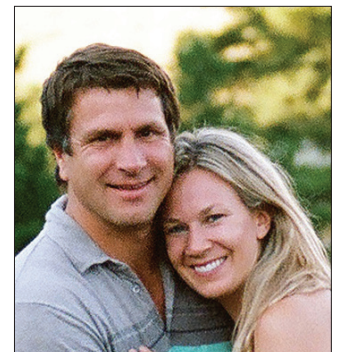
CHARLES & HELEN WANG



MELODY & WALTER WATTS



DANIEL & AMY WONG



KEVIN & NATALIE WYSOCKI



EDWARD & LINDA YE



KELLY ZHAO



## BLUE DIAMONDS



AMBER & JOHN ADAMS



PAUL & DELMAR  
AHLSTROM



KEVIN & NICOLE  
ALMEIDA



WILBUR & JESSICA  
ANDREWS



DAVID & ASTI  
ATKINSON



PETER & SUSIE  
BAGWELL



PERLA BALDEMAR &  
JORGE TENORIO



LIZETH BALDEMAR  
LIEVANO



DANIEL & CRISTINA  
BENITEZ



JANNA BERRY



JEREMY & MICKI  
BOBERG



MELODY BRANDON



RACHELL  
BRINKERHOFF



ADAM & CAREY  
BROWN



BEN & CAMI BUCHTA



SUSAN & DAN BURSIC



CHERIE BURTON



GERARD JR. & CARMEN  
BUSCH



ANNE CALHOUN



KIM CAMUSO



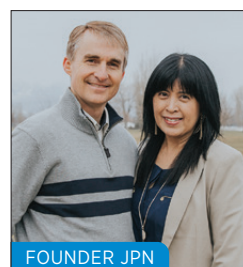
BRADY & MICHELLE  
CANNON



RACHEL & DARYL  
CARTER



JESSICA CHAMPAGNE



ETSUKO & RICK  
CHIDESTER



CORINNA CHUSE  
BARRUS



## BLUE DIAMONDS



DAPHNE & DARRIN  
CLARK



SPENCER & BRIANNA  
COLES



WILLIAM & KARI  
COODY



RICHARD & ELIZABETH  
COPELAND



MAREE COTTAM &  
DIRK VANDERZEE



JAMES & TANYA  
COTTERELL



KENT & STEPHANIE  
CRANE



VERN & JENNY  
CRAWFORD



VICKIE DICKSON



FRED & CARRIE  
DONEGAN



MARK & LINDSEY  
ELLIOTT



SHAYE & STUART  
ELLIOTT



KEITH & SPRING  
ESTEPPE



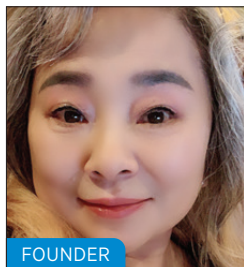
DAMIAN & JENNA  
FANTE



TIM & BECKIE FARRANT



DR. ROBERT & KIYLA  
FENELL



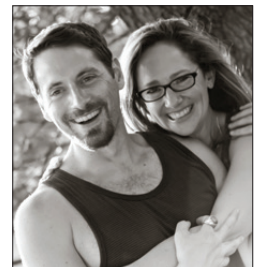
FOUNDER  
YUWEI FENG



DALE & TONYA  
FERGUSON



JEANETTE FRANSEN



ARIN & GABE FUGATE



MYLÈNE GAGNON



AL & MAUREEN  
GARCIA



ANDY & MISSY GARCIA



MARC & JENN  
GARRETT



BRAD & TOBI GIROUX



## BLUE DIAMONDS



JEFF & KATIE  
GLASGOW



VERONIQUE GOLLOHER



DR. ANDREW & RUTH  
GOUGH



LISON GUÉRETTE-  
CAPONY



LINDSEY GUNSAULS



MATTHEW & SEANTAY  
HALL



HANNAH HALLER



LINDSAY & CRAIG  
HAMM



DR. SANDRA HANNA



MARTY & JIM HARGER



AISHA HARLEY &  
LARRY SPIELBERG



RYAN & MELISSA  
HERMAN



BRYANT & BRIANNA  
HESS



JIM & LARA HICKS



JESSE & NATALIE HILL



KATHY HOULE



JESSE & BREANNE  
HOUSTON



BENJAMIN & STEPHANIE  
HOWELLS-SCOVILLE



JOSH JELINEO & BEBE  
MCFALL-JELINEO



LELAND & ROBIN  
JONES



PATRICK & RACHEL  
JOOS



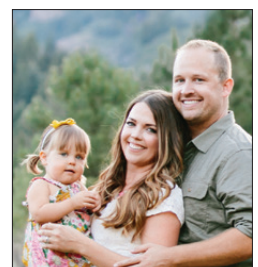
JEREMY & ANNETTE  
JUKES



DRU & GINA KIESEL



AMY KILLINGSWORTH



NICK & DYANNA  
KILLPACK



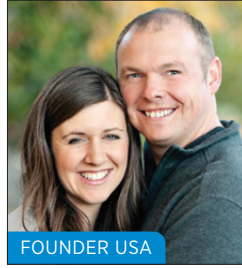
## BLUE DIAMONDS



LAURA & SHAWN KING



JON & DUQUESA  
LAMERS



DANNY & NICOLE  
LARSON



ALISHA & JONATHAN  
LATOUR



JAMES & MICHIE  
LAYTON



BRIANNE LEAH



JUSTIN & TAHNA LEE



LILLIAN LIU



STEVE & RACHEL LOTH



DWAYNE & TRACY  
LUCIA



STEVE & TRACY LYMAN



DAVID & HEATHER  
MADDER



KALIKO & MAILE MAIL



KELLY MALLINSON



ALONTO & DESIREE  
MANGANDOG



AARON & TONYA  
MCBRIDE



PRISCILLA & JERRY  
MESSMER



BECKY METHENY



DAVID & TAMMY MILLER



SOPHIA MORRISON



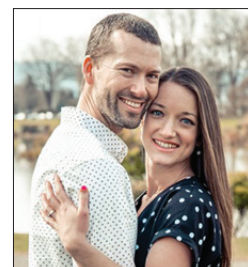
HOWARD NAKATA



JONATHAN & DEANNA  
NICHOLS



DR. ZIA & KY NIX



AUSTIN & AMBER  
NORDSTROM



CRYSTAL NYMAN



## BLUE DIAMONDS



NATHAN & JENNI  
OATES



DR. JOHN & HEATHER  
PATENAUDE



CHRISTINA PETERS &  
MICHELLE MCVANEY



BETH & RYAN PHILLIPS



LASSEN PHOENIX &  
BRYAN HUDDLESTON



GERALYN POWER &  
DANIEL SALOMONS



MAYRA & STEPHEN  
POWERS



JESSICA PRESTON



ANGELA REED



ROD & JEN  
RICHARDSON



WINDI & SAMUEL  
RIFANBURG



BURKE & NATALIE  
RIGBY



SETH & JENNY  
RISENMAY



AUDRA ROBINSON



JUDY RUSHING



DR. ANDREA RYAN



JOSIE SCHMIDT



TENILLE & MATT  
SCHOONOVER



JEFF & DIANE  
SHEPHARD



TERRY & LIL  
SHEPHERD



KIM & DARREN SMADIS



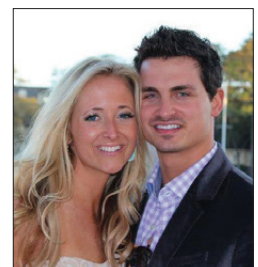
DR. MARIZA SNYDER &  
ALEX DUNKS



MEGAN SPOELSTRA



NATHAN & MINDY  
SPRADLIN



STEFANIE & BRANDON  
STAVOLA



## BLUE DIAMONDS



JIM & TAMMY  
STEPHENS



JAMES & CHELSEA  
STEVENS



LAURA STOKER



JEFF STYBA



SAMUEL & MELISSA  
TAEU



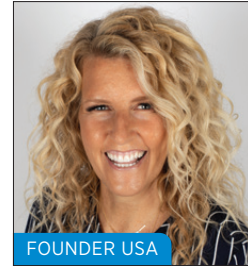
BILL & MEAGHAN  
TERZIS



MATT & ALICIA  
TRIPLETT



JASON & ALLISON  
TRIPP



FOUNDER USA  
GINA TRUMAN



KARI UETZ



MARK & LORI VAAS



SHANE & KRISTIN VAN  
WEY



CIERRA & TANNER  
VANDERPOL



MICHAEL & SARAH  
VANSTEENKISTE



EDDIE & ANGELA  
VILLA



JOEL & SHERRI  
VREEMAN



JULIE WEINBERG &  
MEREDITH KELLY



AMY & CHARLIE  
WIDMER



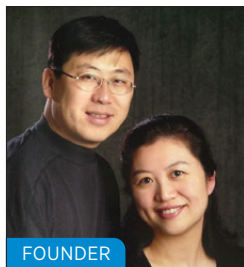
JOHN & KALLI WILSON



JARED & SHEREE  
WINGER



ELENA YORDAN



FOUNDER  
GARY ZHOU & LAURA  
WANG



## DIAMONDS



KEVIN & KIM ABAIR



DR. JOHN & JENNIFER  
ACCOMANDO



KATIE ADAMS



KATHY & BRAD  
ALLDREDGE



KATCHIE ANANDA



JANEL ANDERSEN



NEAL & ERIN  
ANDERSON



DAVID & SHANNON  
ANDERSON



MIKE & JESSICA  
ANDERSON



KELLY ANDREWS



CLAUDIO & JANAЕ  
ARANCIBIA



JUSTIN & BRIDGET  
ARNOLD



ROBIN ARNOLD



KEVIN & LAURELL  
ASAY



MICHELLE ASMUS



KAREN ATKINS



BENTON & ELIZA  
BACOT



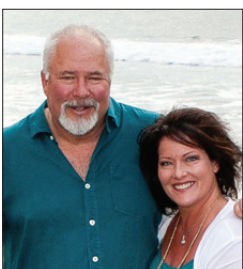
CRISTINA BADELL



BEN & JADE BALDEN



KENDRA BAMFORTH



RICK & HAYLEY  
BAMMESBERGER



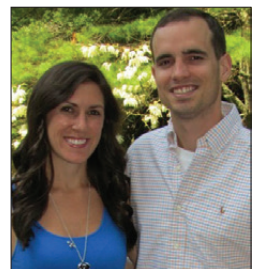
MACKENZIE BANTA



ERIC & BECKY BARNEY



JEREMY & CARLY  
BAUTISTA



BRADEN & CAMILLE  
BAWCOM



## DIAMONDS



AMANDA BEACH



ASHLEY & CHRIS  
BEANS



LISA BEARINGER



JUDY BENJAMIN



JOY BERNSTEIN



KEN & WENDY BERRY



MELFORD & CONCETTA  
BIBENS



JESSYCA BILODEAU



GABE & STEFANIE  
BIRRER



JENNIFER BITNER



JAMIE BOAGLIO



JON & KENDRA BODINE



LADONNA BONTRAGER



MICHAEL & MICHELLE  
BOWLES



DR. JAMIE &  
CHRISTINA BOYER



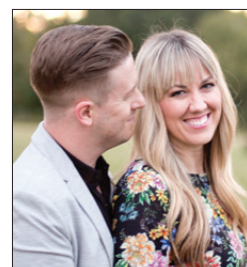
TIM & CARRIE BRADLEY



AMELIA BREEDON



JASON & KAMILLE  
BREUER



ALLISON & BILLY  
BRIMBLECOM



JEN BROAS



JAKE & ALEXA  
BRODSKY



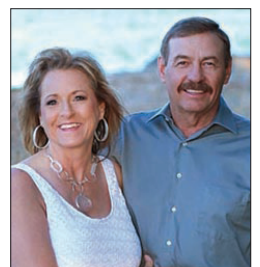
TIFFANY BROSSOIT



RUSS & CHAR BROWN



DON & CINDY BROWN



STEVE & BRENDA  
BROWN



## DIAMONDS



ANNIKA BUCKLE



KORINA BUEHRER



ERIKA BUTLER &  
RICK HENRARD



CLAUDIA CALDERON



ISABEL & DANIEL  
CALKINS



LISA CANIPELLI



MELISSA CANNON



ERIKA & JOHN  
CAPPELMANN



ASHLEY CAREY



BEN & ADABELLE  
CARSON



DAVID & ANDREA  
CAUFFMAN



DAVID & ANA  
CHAPMAN



NICOLE CHASE



NATHALIE CHAUSSEAU



GINA CHO



GREG & MARTI  
CHRISTENSEN



JOSIAH & MELISSA  
CHRISTOFFER



TROY & DOROTHY  
CIVITILLO



MARC & ROMI CLARK



KELLY CLAUSON



ANDREW & SHANNON  
CLOUGH



JODI & JASON COBB



ALLISON COCHRAN



BRETT & FARRAH  
COLLVER



MATTHEW & AMIEE  
CONNER



## DIAMONDS



JOAN COON



KATHY CORDELL



NANCY COUTURE



KARLEL CROWLEY & STUART DIXON



ASHLEY DAIGE



DANIELLE DANIEL



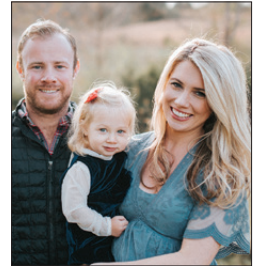
VICTOR & AMANDA DARQUEA



DURELL DARR



BRAD & JULIE DAVEY



BRITTANY & ANDY DAVIDSON



MIKE & LORI DAVIS



KEITH & KENDRA DAVY



JOYCE DAY



AIMEE DECAIGNY



CHRISTY DESEIVE



JAMIE & TED DIBBLE



MEGAN DILMORE



VERONIQUE DION



ANGELA DODGE



ERICA DOLAN



BONNIE DONAHUE



KARINE DOSTIE



CURT & TONIA DOUSSETT



DAVE & LIZ EATON



ANDREW & BROOKE ELIA



## DIAMONDS



ROSALIE ELLIOTT



DAVID & JULIANNE  
ELLIS



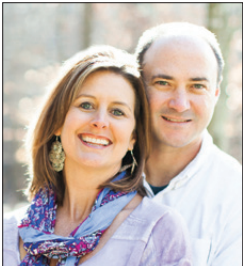
DENNIS & MARY  
ENGLERT



CAROLYN ERICKSON



DR. MELISSA & EVAN  
ESGUERRA



HEATHER ESSLINGER



ROLANDO & JESSICA  
ESTRADA



CHERI & CHAD EVANS



FORREST & LESLIE  
EXLEY



CHRISTY & ANDREW  
FECHSER



KNUT & CHRISTY  
FEIKER



DANA FELDMEIER



DANIEL & MICHELE  
FENDELL



MAPLE XIAOHANG  
FENG



SHERRIE FERRELL



CATE FIERRO



BARRETT & CARA  
FINES



MARLENE FLAX



SAMSON & LETICIA  
FOLAU



JULIE FOLGATE



HALIE FORRE



MEGAN FRASHESKI



AARON & WENDY  
FRAZIER



LOUIS FUSILIER &  
MONICA GOODSSELL



RAPHAELLE GAGNON



## DIAMONDS



LESLIE GAIL



HONG GAO



STEVE & LAURA  
GARCIA



GINO & AMANDA  
GARIBAY



DAVID & CRYSTAL  
GARVIN



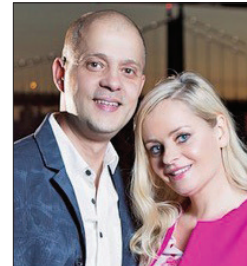
DAREN & CRYSTELLE  
GATES



NATHAN & JOANNA  
GEIGLEY



BRANDON & LINDSEY  
GIFFORD



DIANE & VIKTOR  
GJELAJ



KATHRYN GLADER



TAMALU GLENDE



THOMAS & AMY  
GLENN



FOUNDER MEX  
ERICK GONZALEZ



LUKE & TERESA  
GOODLETT



JAY & DEBBIE  
GORDON



PAMELA GORGICHUK



LINDSEY GRAHAM



ADAM & LEAH  
GRAHAM



ERIC & SUEANN  
GRANN



MICAH & KRISTA  
GRANT



DARREN & ROSIE  
GREMMERT



CHRISTOPHER &  
KELSEY GUERRA



CURT & CAROL ANN  
GUEST



TASHA HAKEEM



STEVE & KRISTINE  
HALES



## DIAMONDS



KIRK & JENNIFER  
HAMILTON



TERESE HAMILTON



RENE HANE BUTT



KARA HANKS



CLIFF & PJ HANKS



ROXANNE HARRIS



NATALIE HARRIS



RYAN & JENYCE  
HARRIS



BRIAN & JEANNIE  
HARRISON



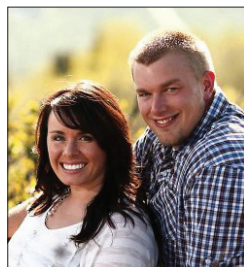
TODD HART



GARTH & JULIE  
HASLEM



SCOTT & SHYANNE  
HATHAWAY



MARK & ALICIA  
HAUGSTAD



LAUREN HAYDEN



ALLISON HAYS



ELLIE HEDLEY



FOUNDER CAN  
DRS. MARISSA HEISEL &  
PETER KRAVCHENKO



ANTHONY & DANIELLE  
HEIZENROTH



PAUL & TERI HELMS



SUSAN HELZERMAN



FOUNDER USA  
GORDON & JULIE  
HERBERT



JULIE & KAULIN  
HINTON



GREGORY & SUSANNA  
HOBELMAN



BILL & JODY HOFFMAN



SHALEEN HOGAN



## DIAMONDS



CASSIDY & ADAM  
HOLDSWORTH



TONI & ROBERT  
HOLLAND



CAROL HOLTZ



JENI HOUSTON



KELLI HOWIE



JEFFERY & MIRANDA HU



MICHAEL & SAMANTHA  
HUDDLESTON



MARY KAY HUESDASH



AMY HUFFMAN



CHRISTY & REID  
HUGHES



ALLISON HUISH



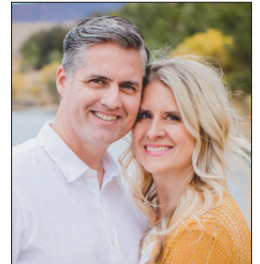
JENNI HULBURT



JEANESE & TROY  
HUMBERT



RICK & KATHY  
HUNSAKER



BJ & MEGAN HUNTER



MARY HYATT



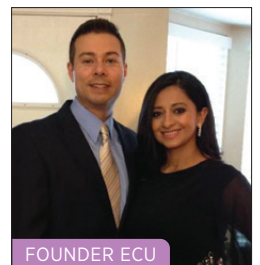
KRISTEL IMBEAULT



CYNTHIA INCZE



DR. DAN & KELLY  
IRIZARRY



MARCO & ELISA  
JAEGER



JASMINE JAFFERLI



ROB & WENDY JAMES



LINDSAY JENSEN



CHRISTINA & LEWIS  
JESSUP



AARON & JESSA  
JOHNSON



## DIAMONDS



KILEY & NORA  
JOHNSON



TONY & DONETTE  
JOHNSON



BRIAN & RACHEL  
JONES



JARED & RACHEL  
JONES



LISA & RICHARD  
JONES



TIFFANI JONES



JOLYNN & BRAD  
JONES



HAGAN & DENA  
JORDAN



JESSICA JOVANOVIH



LISA JURECKO



LEAH KARRATTI



BILL & MEGGEN KEEFE



DR. PATRICK & JILL  
KEIRAN



ASHLEY KEMA



JACK & TRACI  
KENNEBECK



MIKE & KALLI KENNEY



DR. JENNIFER KEYS



REBECCA KIM



MELISSA KING



CADE & DOMINIQUE  
KING



JESSICA HERZBERG  
KLINGBAUM



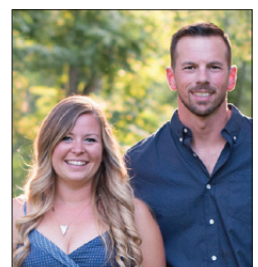
PAUL & NANCY KNOPP



MIKE & MEGAN  
KNORPP



DR. SEAN & WENDI  
KOHLER



PAUL & YOLANDA  
KOOLE



## DIAMONDS



JENNIFER KOURTEI



TIFFIN KREGAR-BRYANT



JOE & AMBER KROPF



FREDDY & MANDY KUHN



JESSICA KUIKEN



FOUNDER EUR

JON ERIK & LYNN KVAMME



AUDREY LAFORGE



MARY LAGASSE



ANICK LALANCETTE



GARRISON & CINDY LANDES



DAVID & LOIS LANE



JIM & CAROLYN LANGE



LAURIE LANGFITT



SHARA LANGFORD



FOUNDER USA

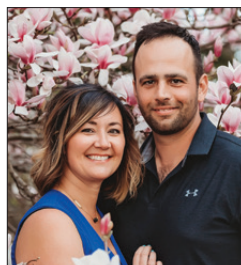
NOLAN & PAT LEAVITT



JOHN & CAROLINE LEE



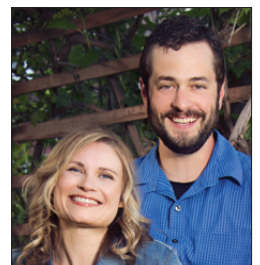
JASMINE LEMOYNE



REBECCA LEONARDES



CHUCK & CHRISTINA LEROSE



ZACH & KYLEEN LESSIG



DR. DANIEL & KATIE LEVERENZ



CHAD & JODI LEWIS



JOHNATHAN & RACHEL LINCH



KATRINA LOTTS



AVASA & MATTHEW LOVE



## DIAMONDS



MAX & LIZ LOWENSTEIN



JASMINE MA



JING MA & JINHUI  
WANG



BETTY MAGILL



BROOKE MAGLEBY



CINDY MARSELLA &  
KIMBERLY PORTER  
DOWIE



SUZY MARTYN



ELIZABETH & MANNY  
MATSAKIS



ROSETTA MATTHEWS



CLINT & KALYN  
MATTHEWS



PAUL & KRISTIN MAYO



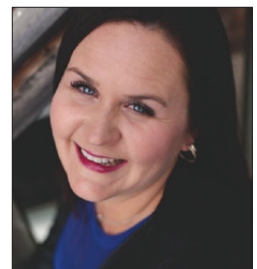
VICTORIA MCADAMS



TONY & AIMEE  
MCCLELLAN



KEITH & KERI MCCOY



BRITTANY MCDONALD



SHARON & JASON  
MCDONALD



HEATHER MCKINNEY



JEANNE MCMURRY



ROGER & CAROL-ANN  
MENDOZA



EMILY MIEREN



DAVE & DELYNN  
MILLER



JUSTIN & ASHLEE  
MILLER



FOUNDER  
LIU MIN



KAYLA MONSON



GREG & DR. JULIE  
MONTGOMERY



## DIAMONDS



ANDY & TIFFANY  
MOOSMAN



DRS. BRETT &  
RAEHEL MORAN



MICHAEL & MELISSA  
MORGNER



MARIE-CHRISTINE  
MORIN



JANELLE & JUSTIN  
MUELLER



KATELYN NEIL



TED & ALISIA NELSON



MEGAN NEWMANS



CORY & STEPHANIE  
NEWTON



JULIA NICHOLSON



JEFF & BROOKE NIGL



ERIC & KRISSY  
NORDHOFF



KERRY & DENISE  
NORRIS



ADAM & TAMI NUHFER



KRISTEN O'BRIEN



BERNADETTE  
O'DONNELL



HEATHER O'MEARA



ALLEN & BROOKE  
OLIVER



JOHN & AMANDA  
OLSEN



STEPHEN & DAWN  
OLSEN



CHRISTOPHER & AMY  
OUELLETTE



JOHN & KIM  
OVERPECK



KATHY PACE



MELODY PAINTER



CHAD & CASSIE PALS



## DIAMONDS



JENNIFER PANSA



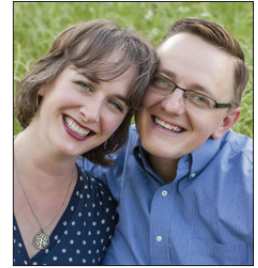
MARANATHA PARKE



LAURA PARKINSON



ROBERT & JANELLE  
PARRINGTON



RODNEY & ELAINE  
PARSLEY



SANDRA PASCAL



ESPIE PASIGAN



JOHN & LAURA  
PASTERNAK



CYNTHIA PATIENCE



ANNA PENICK



SARAH-JANE PEPPER &  
TYLER HERR



SARAH PERKINS



PRESTON & TENA  
PETTIS



SPENCER & LAURA  
PETTIT



MALCOLM & AMY  
PHILBRICK



EMMY PICKERING



BRIAN & JEN PINTER



FRANI PISANO & HERB  
HOELLE



STEPHANIE POE



TOM & CARRIE  
POLIFKA



KATRINA & MATTHEW  
POTTER



JULIE PREAS



JESSICA PRESS



MATTHEW & RACHEL  
PRIMEAU



AUBREY & BOBBY  
PRUNEDA



## DIAMONDS



MYRA QUINN



JACOB & ABI RAINES



KRISTEL RAMIREZ



KRISTA RANDALL



JAMIE & JUSTIN  
RATHJEN



CORRIE RATZAT



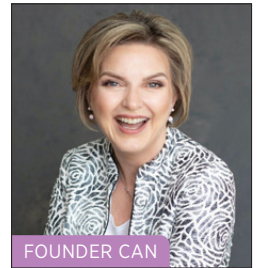
DICK RAY & STACY  
PAULSEN



HANNAH REASONER



MEREDITH REILLY



BARBARA REMPEL



CHRISTY RICHMAN



ADAM & NISHA RIGGS



FRANK & JACQUELINE  
RITZ



CRAIG & MARY  
ROBBINS



JENNIFER & VERON  
ROBERTS



SHAWN & AMANDA  
ROBERTS



JAMES & KELLY  
ROBISON



MICHAEL & TRACIE  
ROESBERY



BRITTANY ROSCHECK



CORT & KARLI  
ROSZELL



RITA RUNNELS



CHRISTINE RUSSELL



JESSICA RYAN



KARI RYAN



RUI & JEANA SANTOS



## DIAMONDS



CLAUDIA SAPUTO



ADRIAN & ROXY  
SARAN



STACEY SARROS



DENA SCHULTZ



FOUNDER CAN

JANE SCHWEITZER



DENISE  
SCHWENDEMAN



JUDITH SEARS



CHRISSY SEIBEL



TERRI SELDON



WENDY SHATTUCK



KEVIN & KESHIA  
SHEETS



LARRY & NIKKI SHORTS



AMANDA SILICH



ELENA SIMMONS



RACHEL & SCOTT  
SIROTA



MARY SISTI



BRIAN & ELIZABETH  
SKAUG



TOM & ERIN SMEIGH



MATT & MELISSA  
SMITH



ADAM & RIGEL SMITH



DRS. JORDAN &  
TRACEY SMITH



HEIDI & JARED SMITH



KALI SMITH



LANA & KIRK SMITH



JENNIFER SNELL



## DIAMONDS



MARCY SNODGRASS



JOE & LAURA SOHN



OLGA SPITZER



ASHLEY SROKOSZ



ALICIA & JASON  
STEPHENS



TAMMY STEUBER



DAVE & CALLIE  
STEUER



JULIE STOESZ



THERESA STOLFI



VICTORIA  
STRELNIKOVA



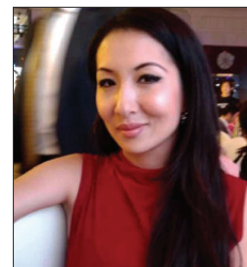
FOUNDER MEX  
JUAN CARLOS SUÁREZ &  
ARACELI VALENCIA



DR. MARA SUSSMAN



JEREMIAH & BETHANY  
SWEET



CAROL TAN



PAMELLA TANIMURA



JOY TARPLEY



MAKAY TAUTU



MICHELLE & SCOTT  
TEASE



JOE & ANNE TETZLAFF



CHRISTINE THETHI



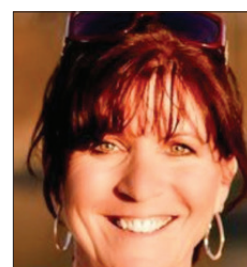
PRAMELA THIAGESAN



DR. LYNN THOMPSON



TYLER & KRISTIN  
TIGGES



LINDA TILLEY



BILL & ERLEEN TILTON



## DIAMONDS



PATTI TINHOLT



MICHAEL & JEN  
TOMAZINCIC



BRIAN & AMANDA  
TRENT



ROB & KATIE TRUAX



DAN & GINA TRUMAN



RYAN & MELISSA  
VALLELUNGA



LOREN VALVASORI



ALI VAN ZANDBERGEN



CHAD & ESTHER  
VERMILLION



SONDRA VERVA



CARRIE VITT



BROOKE VREEMAN



HEATHER & AARON  
WADE



REAGAN & HEATHER  
WAGONER



KENNY & STEPHANIE  
WAHLBERG



CHAD & SUSIE WALBY



JED & PAM WALDRON



LORINDA WALKER



AMANDA  
WALLJASPER-TATE



BRENT & JENNY  
WALSH



ERIC & SANDRA WANG



MICHELLE WARD



BEN & MEGAN  
WARDEN



LANE & ANGELA  
WATKINS



ZACH & KELSEY  
WATSON



## DIAMONDS



ELISABETH WATTS



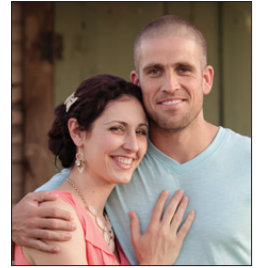
ROGER WEBB



KAREN WELCH



SHAUNA WETENKAMP



AARON & DR. RACHEL  
WHALEY



MICHELLE WHITE



EMILI & DALLON  
WHITNEY



LISA WILSON



ROB & MELISSA  
WILSON



ALANA & KYLE  
WILSON



LINSEY & ERIK WILT



MAKO WILTON



JULIE WINDER



MEGAN WINFREY



JOHN & CHRISTINA  
WOMBLE



MARK & TINA WONG



NEAL WONG & LISA  
NAKAMURA



MELISSA WOOD



KRISTIN WORLEY



JOHN & JESSICA  
WRIGHT



JOEY & CACHAY  
WYSON



JENNIFER YATES



ELIZA YOSHIDA



JOHN & DEBBIE  
YOUNGGREN



KRISTI ZASTROW



## DIAMONDS



REBEKAH & JOE  
ZELENKA



SCOTT & LISA ZIMMER



CHRYSTELLE  
ZIMMERMAN



LILIYA ZOTTA

### DIAMONDS NOT PICTURED:

GEORGE JR. KLEINSASSER  
CASONDRA MAILMAN  
GRACE TROU

## PLATINUMS



ATANASKA ADAMS



CORIANNE &  
JONATHAN ADAMS



MICHELLE ALAVASKI  
BRUNS



MARY JANE ALM



KELLY ALVIS



DIANA ALWARD



CAROLYN  
ANDERSON



EVIE ANDERSON



MELANIE ANTONACCI



PAULA ANTONINI



ELICIA ASHTON



JIMMY & ANGELA  
ATKIN



ROBYN ATTICKS



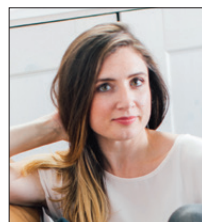
AUDRA & BRIAN  
BAILEY



CAROL LINDSEY  
BAKER



BAKTY & TAMAZEEN  
BARBER



JULIE BARRON



ALANA BARTLETT



## PLATINUMS



GARY & AMY  
BAUMETZ



LUKE & JESSICA  
BEAVER



HEIDI BECK



JERRY & AIMEE BECK



PAUL & LISA  
BERGMAN



FOUNDER CAN  
MARIE & HARLAN  
BERWALD



SHAWNA BIELMAN



ELIZABETH BILLS



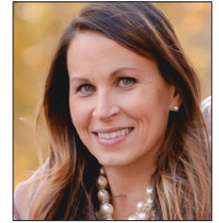
MIRA BINZEN



SARAH & CRIS BLAIR



SUZANNE BLALOCK



BROOKE  
BLANKENSHIP



ANNIK BOILY



VANEESA BOLLER



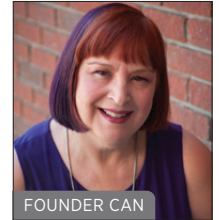
RYAN & JESSI  
BOSCHMA



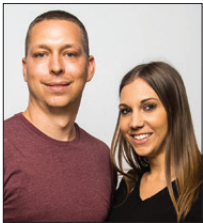
RUTHI BOSCO



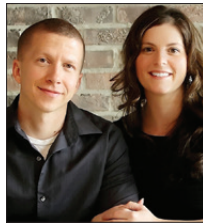
MARK & REBECCA  
BOTTS



FOUNDER CAN  
JONI BRADLEY



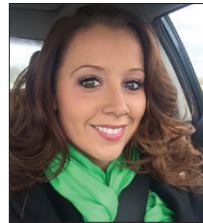
ASHLEE & NICK  
BRADSHAW



HEIDI & BEN BRAMM



TAMMY BRAYE



KRISTY BRIETCHAFT



BEAU & KELLY  
BROTHERTON



C'ANNA BROWN



PATRICK & KATHRYN  
BROWN



STEFANIE BROWN



TONI BUNTING



BROOKE BURGIN



DEBBIE BURNS



JARED & REBECCA  
BURT



JOHN & LAUREN  
BUSCH



HEIDI CALES



DAWN & MARCELLO  
CALVINISTI



LYNDA CARPENTER



BRIAN & CHRISSEY  
CARR



MARIE-HELENE CARRIER  
& YANN GAUTHIER



## PLATINUMS



BRIAN & NATALIE  
CARSON



JONATHAN & AMY  
CARVER



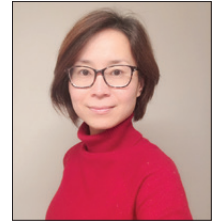
AMY CASSEDY



BRAD & MARLA  
CHALMERS



WEI-CHEN CHEN &  
HSIU-MIN HUANG



YING CHEN



TINA CHICO



DAVID & JACLYN  
CHILD



ANGELA CHILDS



JESSICA & NIC CLARK



MIKE & RACHELLE  
CLEARY



RICK & ALISSE COIL



JENNIFER CONWAY



STACY COOK



JENNIFER COPP



NICKI CORRIDORI



LUISA CRANE



TARA CRAWFORD



TIM & AMANDA CREPS



DANIEL & ANGELIA  
CREWS



SHANNON CUTTING



ERIN D'INTINO



HEATHER  
DAHLSTROM



BETH & BRAD  
DAVENPORT



PAULETTE DAVIS



EMILIE DE DECKER



TARA DEDEO



NANCY DESJARDINS



ISAAC & LINDSEY  
DEURLOO



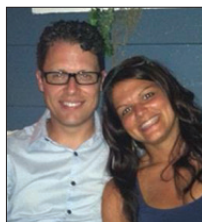
JUDY DIAZ-  
GUERRERO



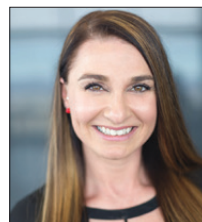
AMANDA DIBIASE



TRICIA DORAN



AMBER DRAKE



KARINE DROUIN



SUSAN DYESS



GINNY EDMUNDS



## PLATINUMS



JESSICA EDSTROM



MARIAN EDVARSEN



JAMES & ERIKA  
EDWARDS



JOEL & FAY EPPS



LINDSAY ESPARZA



DAWN FARRIS



RINDY FENLON



SCOTT & BETH  
FENTON



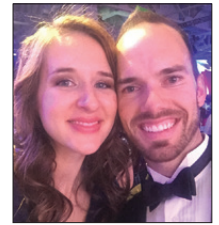
JANA RANKIN FINCH



GINGER FISHER



LINDSEY & ROCKY  
FOSTER



DR. BRADLEY &  
ALANNA FRANKLIN



MARCIA FRIACA



TINA FUSSER



KENNY & LINDSEY  
GALE



JENNY GANN-  
DUDGEON



JACKIE GILBERT-  
BEAUDOIN



FREDRICK & ERIN  
GILES



KRISTANN GILLIES



CRAIG & LYNN GINES



KARLA GLEASON



CARMEN GOLDSTEIN



STAN & PHYLLIS  
GOODSON



HELENE GRAZIANO



LEON GREEN



BROOK GRIFFIN



DREW & LACEY GRIM



MICHELLE GROSS



GRIFFIN GUNDERSON



MELISSA GUTHRIE



ANGELA HAGER



ANASTASIA & AARON  
HALCOMB



CHRISTY HALD



GRACIE HAMMER



GIADA HANSEN



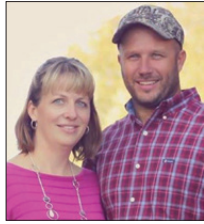
CURTIS HARDING



## PLATINUMS



PAMELA HARMON



STACEY HART



JALISSA HARTGRAVE



LOTUS HARTLEY



MIRANDA HEBERT



ERIKA HELBING



GUYLAINE HÉLIE



DEB HELLMAN



LISA HERD



BREANNE & ERIC  
HESS



FOUNDER USA  
TERRY & MARIA  
HEUSER-GASSAWAY



STEPHNE  
HILGENDORF



FAITH HILL



STEPHANIE & JASON  
HILL



PAULA HOBSON



KARLA HOLMAN



DENA HOLMES



GREG & MELODY  
HOLT



BRENT & ANNIE  
HONE



ZHANG HONGYING



JOY HORSEMAN



VALERIE HOWARD



MICHELLE HOWE



KRIQUETT HOWELLS



CHUN HSIANG



ART & ELANE  
HUPRICH



KATIE HUSSONG



DR. KEVIN HUTTER



JENNIFER  
INCHIOSTRO



CHARLOTTE IRAGABA



CAROLINE JACKSON



SUSAN JAEGER



LINDSEY JAFFERALI



DALE & JENNIFER  
JARAMILLO



YI LI JIE & TIAN LI XING



ERIN JOHNSON



## PLATINUMS



LESLIE JOHNSON



MICHAEL & LAUREN JOHNSON



NANCY JOHNSON



TRACY JOHNSON



JULIE JOHNSTON



RACHEL JONES



APRIL JUHLKE



SANDY KALISCH



JAMIE KASARDA



KRISTA KEHOE



COLIN & JEN KELLY



ANDREA KELLY



MAUREEN KEMENY



TRACY KEOUGH



KELLY KETLER



NICOLE KEZAMA



ROMMY KIRBY



CHRIS & GARY KIRSCHBAUM



LINDSAY KNAPP



CHELSEA KOLICH



SCOTT & TANIA KORTAN



LAWANDA KRESS



SPENCER & RETA KUHN



STEPHANIE KUTTERER



ANNIE LACHANCE



GEORGE & HILLARY LAMAY



DR. KELLIE LANCASTER



AMBER LANDRY



PATRICK & TAMMY LANE



ALISON LANGRIDGE



MELISSA LEE



ARLA LEINS



DARLENE LEVAN



ERIN LEVEAUX



KRISTINA LEYMASTER



YA-CHING LIU



## PLATINUMS



LINDA LJUCOVIC



JEN LONG



JESSICA LOURIE



SHELLY LOYD



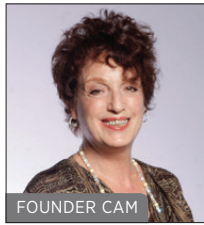
ERICA LUCAS



HEIDI LUEKENG



LISA LUKE



FOUNDER CAM  
ADELE LURIE



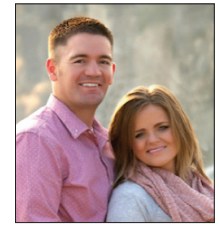
SHANNON MACY



MARIE-EVE MAHEU



ANDREA MANUS



BERNY & JANET  
MARQUEZ



RAINBEAU MARS



RICK & EMILY MARTIN



CRIS & PATTY  
MARTINEZ



KEIKO MARUTANI



CRYSTAL & DANNY  
MASINCUPP



JOHN & PATTI MASON



OKSANA MASTER



SHANNON MCCABE



COLLEEN  
MCCARTNEY



CHRISTINE MCCUE



SUZANNE & ROBERT  
MCGEE



AMANDA MCHUGH



AMY MCKINLEY



JOHN & EILEEN  
MCLEAN



JENA MCNABB



BRAD & ANGELA  
MELTON



DR. ALLIE & DAVE  
MENDELSON



WENDY MENDOZA



ROB & CHELSEA  
MESSER



KELI MESSERLY



JULIE MIDANIK



HOLLY MILLER



LIA MILOUSIS



JENNIFER MIXDORF



## PLATINUMS



ELIZABETH MIXON



BETTINA MOENCH



TIFFANY MOMBERGER



AMY MORAN-NASH



ANDREA & BENJAMIN  
MORGAN



TARA MORRISON



AISLINN MUELLER



DR. MEGAN  
MYKIETIU



HOLAN & CASSY  
NAKATA



STACY NEWFELD



RAY & LAUREN  
NEWSOM



COLLEEN NEWTON



JILL NGUYEN



JENNIE & MATTHEW  
NICASTRO



RENEE & CHRIS  
NOVELLO



SARAH O'MAILIA



ROBERT & HOLLY  
OLMSTEAD



JADEN OLSON



MARCIE OLSON



KAREN OUELLET



TERRI PACE



SHANNON PALMER



PAM PARKINSON



MICHELE PAWELCZAK



JAMES & CHRISTINE  
PAYNE



KYLE & KATEE PAYNE



GARETT & MARIAH  
PESKIN



MIRELA BENVENUTI  
CHAVES PIAZZI



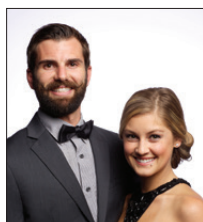
WHITNEY PICKERING



JESSIE PINKERTON



LAURA & STEVIE  
PINOCCHIO



BRITT PIRTLE



DALE & SANDY  
POCERNICH



SHELLY POMEROY



JORDAN PORTEOUS



TRACI POWELL



## PLATINUMS



JOSIAH & MELISSA  
PRECOURT



ALLISON PREISS



SHERRI PRICE & MITZI  
BYBEE MACLEOD



TRACY PRINCE



DANIEL & TIFFANY  
PROVINCE



MARY BETH PULVER



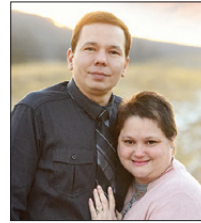
AMY QUAID



KATIE RAGSDALE



AMANDA & KEVIN  
RAHIJA



WILLIAM & ALICE  
RAHN



JANET RAMER



LUCIANA RANGEL  
DE PAZ



LARAE RAVENSTEIN



NANCY READ



KELLY REAGAN



HOLLY REED



MILTON & TIFFANY  
REPSHER



NICOLETTE  
REYNOLDS



DR. LAURA RICCI



EMILY RIDOUT



LINDSEY ROBB



KATHY ROGALLA



ADRIANA ROGERS



JODIE ROGERS



PATRICIA VEGA  
ROSALES



JOAN ROSENBAUM



STACIE ROSENLUND



EVE ROSNO



RACHEL ROSS



MONA ROUSSEAU



PATRICK & MANDY  
ROWLAND



ANDREW & MINDY  
ROWSER



BROCK & HANNAH  
RUBSAM



BECKI RUH



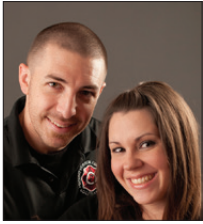
JOANNA SACCO



IAN & JESS SAGE



## PLATINUMS



JAMES & MISSY SANDERS



ERIC & GALE SANDGREN



CARLA SANTIAGO



JIM & SUSIE SCHIERING



JESSICA SCHLADWEILER



LESLIE SCHMIDT



KATIE & CARLYLE SCHOMBERG



STEPHANIE SCHREIBER



ROGER & PAMELA SCHWARZ



JARED & BROOKE SCOTT



JULIE ANN SCOTT



NANCY SERBA



CAROLYN KANANI SERGENT



GINA SETTERLIND



DEBBIE & KEVIN SHARP



JENNIFER SHAW



MIRANDA SHROUT



AARON & KELSEY SIMS



DIANNA SMITH



STEPHANIE SMITH



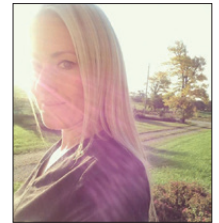
JOHN & JENNIFER SORESENSEN



THERESA SOUCY



DON & PATTI SPIEGEL



JESSICA STEWART



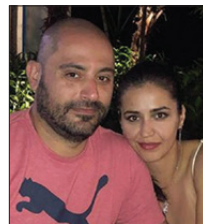
DAMON & PRISCILLA STEWART



WADE & CHRISTINE STOLWORTHY



PHIL & LEEANN STORK



ELENA STOYANOVA



COLLEEN STRONG



KELLY SULLIVAN



JENNIFER SUN



ELIZABETH & ELENA SWAN



JORDAN TAKEKAWA



BROOKE & THOMAS TAZBAZ



KEITH & KELLY TERRY



ALICIA THOMAS



## PLATINUMS



EVAN & ADRIENNE  
THOMAS



LAURANELL THOMAS



ELIZABETH  
THOMPSON



ANI TOROSYAN



ALICIA TORRES  
GEARY



DUANE & CRYSTAL  
TUCKER



KARI TURNER



CAROLINA URIBE



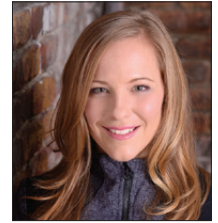
JACKIE  
VANDERLINDEN



BILL & MARILYN  
VANDONSEL



BRAD & ASHLEE  
VANESS



CARSEN VARTELL



JENNIFER VASICH



ROCIO VILLALOBOS



CASEY VON  
IDENSTEIN



JADE WADE



CHERYL & ALAN  
WAELBROECK



TARA & JUSTIN  
WAGNER



CRAIG & RACHAEL  
WALLER



KIM WALTER



KETURAH WALTON



YUN WANG



AUSTIN & JOCELYN  
WARY



RAYNAH WASSON



NATE & MARTI  
WATKINS



DAVID & MICHELLE  
WEAVER



TODD & JODI WEAVER



RANDY & SUMMER  
WHELCHER



LORI WILLIAMS



ALISSA WILSON



FRED & MARTI  
WINKLER



RHIANNA WISDOM



CLARA WISNER



TRACY WITNEY



DANELLE WOLFORD



KEITH WOOTAN



## PLATINUMS



SARA WORTH



ALISON YEO



DANIELA YORDANOVA &  
SAVA SAVOV

---

### PLATINUMS NOT PICTURED:

CAROLYN & NATHAN  
CHUPP  
MARISA DALTON  
STACY & PAUL DOROH  
ADRYAN DUPRE

CHRISTINA GARDNER  
HUGH HALLER  
CAO WEN HUA  
ANNE-MARIE LAGRANGE  
NA LU

FRANCISCO RODRIGUEZ  
GREGORY  
SCHAEFERMEYER  
SLC MARKETING INC

ERICA TRASTER  
LIWEN XU  
PETERSON BAOSHENG  
ZHOU

---

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



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and reverse logo out of  
background in white.

