

LEADERSHIP



New Presidential Diamond-4

Jennifer Brady

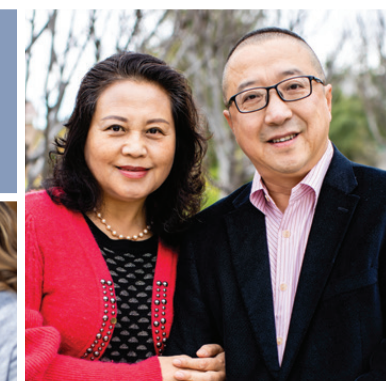
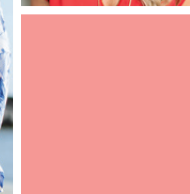
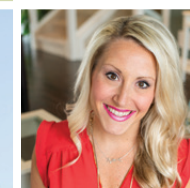
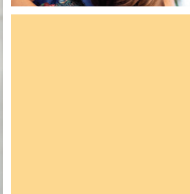
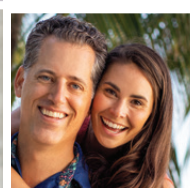
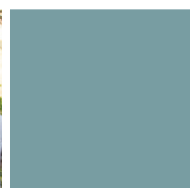
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Congratulations on Reaching Presidential Diamond

Jennifer Brady

SPRINGFIELD, ILLINOIS, USA



What obstacles did you overcome on your journey to Presidential Diamond?

Time management has been a huge hurdle. I reached a point where I had to determine what in my life was a priority.

What could I cut out? What were the essential things that were worth my time? I ended up hiring help for my house so that I wasn't using my time on things like dishes and laundry for our family of six. I make sure I have time for

"This business is for the average person. You can do this. You don't need a superpower. You don't need this crazy unique thing about you. You don't have to go Diamond in three weeks. Anybody can do this business." —Jennifer Brady

my family, my children's education, and team building and income-producing activities. If it doesn't fit into one of those categories, I outsource it.

What tips do you have for balancing your family and your business?

The beautiful thing about this business is that you own it—you're in charge of it. To stay organized, I use a color-coded calendar. Kids have their own color, as well as my husband, church, and my dōTERRA® business. Every month, I highlight all the children's activities that I need to be at. Then once family and church are accounted for, I go through and fill in the rest of my time with dōTERRA. Because of this, I've been able to homeschool my kids while building a successful business. It's amazing.

How do you and your husband, Doug, work together?

He technically doesn't do the business with me, but he's my behind-the-scenes advisor. He is good at judging character. He'll say, "I know you're thinking about making these people qualifiers, but they don't share your same values." Or, "This isn't a person you're going to want to travel with." He is really insightful. He helps me run our house and keep up with our kids. Despite being extreme opposites—he's introverted and I'm extroverted—we completely balance each other out.

What advice would you give to someone with a goal to reach Presidential Diamond?

Just keep going! It's so easy to get distracted. There are so many people offering coaching and systems, and it's so easy to get caught up in chasing shiny objects that people don't realize they aren't actually building their business. You have to keep laser focused on your goal of sampling, enrolling, educating, and repeating. It's simple, and sometimes people make it too hard.

Why do you think reaching Presidential Diamond is a worthwhile goal? What are the benefits you've seen?

Of course, the financial benefit, but that's not even the main thing. You have the ability to influence thousands and

thousands of people. You get to change the journeys of generations of people, both their physical and financial health.

At this stage in your business, what motivates you to keep going?

Two things motivate me. First is my family. Just knowing the legacy I'm leaving for them. I have three sons and a daughter, and I want my little girl to see that you can be an excellent wife and mother—keeping your family a priority—while at the same time being a successful businesswoman. The message that the world gives us is that you have to choose family or career. dōTERRA gives you the ability to do both in a way that honors yourself and your family.

Second is my team. My jam is team culture. We have this amazing team called the Brady Bunch. We're mostly local, with a few people in other states. My qualifiers are best friends. We love each other. We have pretty much zero drama on our team. It's a fantastic culture because we find people who are looking to be a part of something.

How has this business changed your life?

It has changed me on several levels. Of course, physically and financially, but it has changed me inwardly as well. Before I started my dōTERRA business, I thought I was a great leader. I led at church and was on a board of directors. Once I got into it, I realized how much I needed to learn. It's been such a personal journey of learning how to deal with thousands of women and keep everyone happy and going.

Do you have anything else you would like to share?

I always preach that your business isn't going to be successful if you're not building it with integrity. If you are doing things like crash recruiting or things behind the scenes that are not ethical and don't fit into dōTERRA's culture, then you will not be successful long term in this business. It took me five years to get to Presidential Diamond. It was a little slow, but I can honestly say that my team has done it completely with integrity. 💎

Congratulations on Reaching Presidential Diamond Fuxian Li and Lingling Zhang

MCLEAN, VIRGINIA, USA



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

The biggest enemy we can ever face is ourselves. My dōTERRA® experience has been a wonderful self-discovery and self-growth journey for me and my team members. There have been times when I felt the growth of my business was stuck. For example, I stayed Diamond for two years. I had to look within and dig deeper into my own beliefs. I asked myself, “Do I believe I have the power to influence people? Do I truly believe I can complete my goal of reaching Presidential

Diamond?” I went through a self-healing and self-liberating process to release many negative emotions from the past and regain the strength and power in myself. After that, I was able to advance to Blue Diamond quickly and Presidential Diamond 10 months later.

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

During the beginning years of our business, I was still working and then doing the dōTERRA business in my free time. It was

“dōTERRA empowers me as a mother, wife, and daughter to help my family live healthier and happier lives.”—Lingling Zhang

a busy and stressful time. I didn't spend enough time with my family, especially my children. I felt guilty, but in my heart I knew this was for a better future. After many years, I have found balance. If I'm not traveling globally, I'm able to wake them up in the morning, send them off to school, welcome them home from school, and apply oils on them at night. Even better, I have the financial freedom to take my family with me to explore the world. There'll be a time of sacrifice, but the time of reaping the rewards will come—and it's worth it!

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

I would advise anyone with the dream of reaching Presidential Diamond to do the following:

- 1 Check your beliefs.** If there's anything that's holding you back, work on that first. Self-growth is the key to success and is the biggest reward in this business.
- 2 Check your attitude.** When things happen, are you looking at the positive side and learning from these situations? For me, there are no good or bad experiences—they're all learning experiences!
- 3 Check your actions.** Are you doing all the activities you're supposed to do and teaching others to do the same? If you want to attract good leaders and builders to your team, be that kind of leader yourself.

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

I do most of the front work—sharing, teaching, and mentoring—and he watches the back office and does the numbers and charts. He also brings oils with him everywhere he goes and shares them with everyone he meets, sowing seeds.

How has this business changed your life?

It's changed my life completely. My dōTERRA business provides the perfect way for me to accomplish my mission. The business also has expanded my life beyond my imagination.



I travel around the world and get to know all kinds of wonderful people I would never have had the chance to meet otherwise. They teach me so much, and we share love for each other. We're truly a family, whether in dōTERRA or on this planet.

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

Do you believe in yourself? Do you love this work? I don't feel tired or stressed when I work because I love it! I know why I'm doing this and I enjoy the results. The rewards are your personal growth and the ability to help others do the same. I do this because I want the best for people.

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

To continue the process of inspiring others and seeing them do the same. I want to teach more people about dōTERRA products. Our vision is essential oils in every home, so we still have a lot of work to do. 💧

Jennifer and Jim Rohr

KEY BISCAVNE, FLORIDA, USA

From Stress to Success

Jennifer reflects on the progress her dōTERRA® business has made with gratitude, but she also recalls a time when it wasn't smooth sailing. "There was a time when I felt stretched thin. I was running a thriving yoga business in Miami, launching an online coaching program, and on top of all that I'd begun to build my dōTERRA business." She remembers, "I also had started dating my now husband, Jim, who was living in New York. There were so many times I wished I could just clone myself and be in four cities at once!"

With so much going on in her life, it would've been easy for Jennifer to become discouraged and give up on her

dreams. But one day, she discovered that her dōTERRA business could help her realize her goals. "I discovered the opportunity of Diamond Club. Diamond Club helped me take something that was a stress point—the distance between Jim and me—and use it to bring us together as I built my business in another city. I even used Diamond Club as a way to go home to see my family in Colorado, build a business with my mom, and get to know my husband's family by building in Chicago." By taking advantage of business opportunities in dōTERRA, Jennifer was able to take a challenge and turn it into an opportunity for growth.

Throughout all the difficult times, Jennifer learned that mistakes are a part of the process. "If you aren't making mistakes, then your business won't grow." Whether it was in teaching a class or catching an important flight, Jennifer recalls many times when things didn't go as planned, but she feels that those times have taught her mindfulness and preparation, which have helped her succeed as a leader.

She has also learned that "you have to bring the joy into your business." She recommends implementing simple practices, like getting into a joyful mindset before logging in to your back office, putting your hand over your heart before getting



JENNIFER'S TIPS FOR SUCCESSFULLY SAMPLING dōTERRA PRODUCTS

Only give samples to as many people as you can handle.

Don't be afraid to share a few drops of essential oil with someone again to make sure he or she has a positive experience.

Make sure every person you give a sample to has a fantastic oil experience before you invite her or him to a class and try enrolling.

Keep track of who has tried the essential oils so you have an easier time following up.

on a mentor call, or giving thanks for what you have. By remembering the importance of joy and gratitude, Jennifer says, "Now I get so excited to look into my back office. I've conditioned that joy and positivity. It doesn't mean every day is easy, but as a leader, people aren't going to want to work with you if you're too good at being stressed. Instead, when you can bring joy and positivity, that creates a wave on which everyone can surf."

"The best leadership comes from the heart."
—Jennifer Rohr

Carolyn Rose Lange

SYLVANIA, OHIO, USA

Weathering the Storm

When thinking back on her dōTERRA® journey, Carolyn reflects on the storms she had to withstand to make it to where she is today. Before starting her business, Carolyn knew something needed to change, but she wasn't sure where to turn. She says, "dōTERRA was the catalyst that provided the tools I needed to put my desire for change into action."

Carolyn knows what it's like to struggle through storms and work toward a better life. Since joining dōTERRA and building her business, she has seen her life transform. She shares, "I went from not having my own checkbook balanced to being able to give back. I was finally able to purchase a car. I've been able to put one of my daughters through college. Not only has dōTERRA

helped me to achieve milestones I'd only hoped for, but it has granted me the privilege of assisting many other people in reaching their dreams."

Everything Carolyn has been through has helped her lead her team through unique circumstances and their own personal struggles. "I don't think I've had a single team member who

"There were many times I wanted to give up because of my lack of confidence in my business skills. I now see that these 'plot twists' have prepared me to better care for and provide hope to my team and clients."—Carolyn Rose Lange

hasn't struggled in some way or who isn't currently dealing with some sort of storm. I believe this is why every person on our team is so passionate and compassionate. These storms help each of us become better equipped to serve people in all areas of life. I'm so proud of my team."

Carolyn's husband, Jim, points out how qualified Carolyn is to help others through their storms as they learn to use essential oils and build their businesses. He remembers being at an event when one of Carolyn's team members commented, with tears in her eyes, that Carolyn had changed her life by being there for her through difficulties, by being someone who can be counted on. Jim says, "I think that experience speaks volumes about Carolyn, her character, and what she's all about."

Because of her own experiences, Carolyn can relate to her team and has created a culture of people who support one another and give back. When speaking about how unique her team is, Carolyn says, "Unity doesn't have to mean uniformity. That has been a big lesson for me. We don't all have to be the same or follow in the same footsteps. I've found that encouragement is the best thing to help your team."

Carolyn is the first to admit mistakes and share her own personal roadblocks with her team. She knows that sharing her personal experiences makes her team stronger and helps others deal with the challenges that life throws at them. She says, "Ultimately, we build up our dōTERRA businesses and each other by respecting differences, using our strengths, and having each other's backs."

"A roadblock that has held me back is stinkin' thinkin'—believing I'm not smart enough, not social media-savvy enough, or business-minded enough," says Carolyn. This led her to an excessive workload that took a toll on her health and family.

Today, she strives to live by the acronym **GETMO:**
GOOD ENOUGH TO MOVE ON

"I'm passionate about serving and giving hope to people; however, what I have come to realize is that prioritizing balance and rest is paramount to becoming the leader I was created to be." The expectations Carolyn had for herself weren't reasonable, so now, if something is good enough, she moves on.

Judi Sears

CEDAR HILLS, UTAH, USA

No Time
TO DWELL ON IT

When Judi Sears was a premed student in college, her food science and nutrition professor told her that she'd never be happy just writing prescriptions and that other doctors wouldn't enjoy working with her because she argued and questioned everything. This stuck with Judi. For her, it made the most sense to support the body's natural systems. She had found success using diet and natural protocols in her own life, so she decided to study natural health, becoming an iridologist, herbalist, and nutritional counselor.

Twenty years later, Judi was using several different brands of essential oils in her practice, but she wasn't seeing great results with them. When someone talked to her about dōTERRA® essential oils, she was resistant to try. She thought she'd already seen it all. When she did finally give them a try, she quickly saw results in herself and her clients. "I couldn't help but take notice," she explains. But results aside, she wasn't interested in getting too involved in the business.

That all changed when her friend and upline Laura Jacobs asked Judi to teach a class because she had double-booked herself. "I told Laura I'd never taught an essential oils class

and didn't know how. She told me to get on YouTube and watch Kalli Wilson teach, so that's what I did," Judi recalls. The "class" ended up being in a hotel conference room with 75 people attending. "I was scared but didn't have time to dwell on it. I taught the class. When it was time to close, truthfully, I didn't know a single thing about the kits, so I just pointed to the biggest picture on the page: the Natural Solutions Kit." As she remembers it, Judi sold at least a dozen of those kits, along with several smaller ones. "It was the beginning of the business I didn't know I wanted."

Judi credits much of her success to teamwork. Her family's support has been critical. "My husband has talked me off the ledge more times than either of us could count," she says. In addition, building relationships with her dōTERRA team has made her business more enjoyable. Learning about their different strengths has created a team culture where everyone achieves more together. "I know I'm where I am because of them, and I don't ever take that for granted."



Image by Peak Photo Studio

**"When you grow,
your business grows."**

—Judi Sears

A GUIDE TO GOALS

GOALS

Too often, we confuse our vision with our goals and are disappointed when we achieve neither. **Success comes when you want something (vision) and after you do something (goal).**

How many of us have stated a "goal" like this: **"I'm going to sign up 10 people this month."** This is a vision rather than a goal, as we don't have control over anyone. A goal is something no one can stop you from achieving on your way to achieving your vision.

HERE'S THE DIFFERENCE:

VISION: I'm going to sign up 10 new people this month.

GOAL: In order to sign up 10 new people this month, I'm going to invite 50 people to my class and start a conversation with two people each day.

While friends may not come or may not even reply and people might say they're not interested, only you can stop yourself from achieving your goal!



Andrew and Tiffany Moosman

PRESTON, IDAHO, USA

From the beginning, Andy and Tiffany had no problem building strong and lasting relationships on their team. Their team knew one other and genuinely enjoyed spending time together. When the couple decided to make the transition to sharing dōTERRA® products full-time, they had no problem managing their finances. “We became good at living on a small income,” Tiffany recalls.

For years, they bounced from Platinum to Diamond and back to Gold. “It was discouraging and frustrating. I felt crippled by thoughts and feelings,” Tiffany says. “But few people knew it because, like most women, I’m good at putting on a happy face and going through the motions.” She felt so anxious, Tiffany convinced herself that her team was better off if she stepped back and let Andy lead.

Then a moment came when Tiffany knew it was time for her to step into her own power. “Our team is nearly 75 percent Latino. I understand Spanish well, but I’m far from fluent,” she explains. For years, Andy had traveled and worked with their Spanish-speaking team, but eventually they both felt that Tiffany’s talents and skills were what the team really needed. It was time for her to step up.

They booked a flight for her to go and work with their team. She would be alone, trying to convey a message in broken Spanish to people who spoke little to no English. “Talk about fear and doubt!” says Tiffany. “I had things I wanted to share with these women. I had no idea if they would understand me, but I was ready to create my own story. I was done hiding.” She was still scared, but Tiffany boarded the

plane. The trip was one of the best experiences of her life. She loved every minute of it. “In three days, we were able to make more progress than we had in two years—all because I was brave enough to step into my greatness.”

The trip taught Tiffany to embrace vulnerability with her team. When she opened up to them, they were able to relate to her in a real and powerful way. “I had lost confidence in myself and my abilities,” she remembers. “But I had a message I desperately wanted to share.” That message allowed her to keep moving forward, despite her fears. “dōTERRA has provided me with the tools to make a difference in thousands of lives. Magic happened when I stepped into my own strengths.”



STEPPING UP

“We all have a story, something that sets our souls on fire. Figure out what your story is and use it to create magic within your team.”—Tiffany Moosman

WORDS OF ADVICE FROM TIFFANY “I used to feel like I was responsible for keeping people happy, ensuring that my children made good choices, and getting everything done perfectly. My new mantra is ‘I am responsible to people, but I am not responsible for people.’ I need to show up for those around me, but my happiness can’t depend on how people choose to respond or act. This applies to dōTERRA teams in a big way. I need to show up for my builders and sharers, but I’m not responsible for doing the work for them. I show up for them, and it’s their responsibility to reach out and take hold of their own dreams.”

Katchie Ananda

BOISE, IDAHO, USA

ALONG FOR THE RIDE

“I try to welcome failures and setbacks. I view them as opportunities to step back and think, *What can I learn from this? How can I refine my communication and my techniques to be a better leader?*” —Katchie Ananda

Those who know and work with Katchie value her creativity, passion, and authenticity, which she has developed from years of teaching yoga. She also instills in her team the importance of these attributes when building a dōTERRA® business. She says, “I encourage them to find their most authentic way of sharing the oils and practices that are helpful to them and their families.” It’s important to Katchie for her and her team to be genuine and true to themselves in every situation.

Despite having years of building her business under her belt, Katchie still finds herself getting nervous before teaching a class or talking to a stranger about essential oils. She says, “I still feel out of my comfort zone on a regular basis—it’s part of the necessary

stretching that occurs when we push ourselves. I continue teaching and sharing the oils because of my deep belief that anything worth pursuing can and will take you to your limit at times. The first step is to breathe and normalize the discomfort.”

Katchie dissolves self-doubt by welcoming discomfort. “Doubt can really freeze you out for a long time. The antidote to doubt is having a good teacher, which for us is having a good upline.” Just as she relies on her upline in times of struggle, she encourages her team to rely on her.

Katchie has gotten to where she is today with patience and consistency. She says, “Sometimes, we have expectations that something should be moving forward in a linear way. We

think that it’ll just get bigger and better and grander every day, but that’s not how it works. You go one step forward and sometimes two steps back. That’s something I really needed to learn. Many people experience failure, or something breaks down, and then they lose faith. But it’s part of the journey to be patient with that backlash because the next step forward will come, as it always does.”

Katchie’s genuine desire to better herself and the lives of others has proven to be the secret sauce that has brought so much success. She says, “My Why is to help people. It’s always been that. I ask myself, ‘How can I help people live better lives?’ It’s not necessarily better in any material way, but better in that they’re at peace within themselves.”

KATCHIE’S TIPS for addressing concerns about Network Marketing:

1.

Be transparent. Address concerns and questions with a level of authenticity and honesty right from the start.

2.

Assure them that dōTERRA is different, that the company listens and takes concerns and critiques to heart.

3.

Show them how you’re different from other companies through your kindness, passion, and devotion to what you’re sharing.





Scan to read
the article in
English

NEW dōTERRA DIAMOND

Anick Lalancette

SAINT-GEORGES DE BEAUCE (QUÉBEC), CANADA

Trouver son « pourquoi »

Anick a toujours eu à cœur d'aider les autres. Elle adore son entreprise dōTERRA®, qui lui permet de le faire. « J'aime ce que je fais parce que je n'ai pas l'impression de travailler. Mon objectif dans la vie est d'aider les autres. Parfois, lorsque nous ne récoltons pas le fruit de nos efforts, nous pouvons nous sentir découragés. » Anick croit que dōTERRA peut donner aux gens, y compris à elle-même, un objectif de vie.

Anick a lancé son entreprise non seulement pour assurer la santé et le bonheur de sa famille, mais aussi pour atteindre un objectif. « Je voulais me prouver que j'étais capable de faire quelque chose de ma vie, que je pouvais être indépendante financièrement. »

Anick a travaillé avec de nombreuses personnes pour les aider à réaliser leurs rêves. « J'ai dû finalement accepter qu'on n'a pas toute la même cheminement. Je suis une fille que

quand je débute les objectifs, je vais les atteindre, mais je me suis rendu compte qu'on n'est pas toutes au même niveau. On n'a pas toute la même mesure et on n'a pas toutes les mêmes rêves ou la même motivation. » La compréhension d'Anick et son amour pour les autres augmentent à mesure qu'elle les aide à comprendre leur « pourquoi ». « J'essaie de me placer à leur niveau en leur montrant que je suis aussi une personne avec des problèmes. » Anick croit qu'aucun problème n'est trop grand pour être surmonté.

L'an dernier, Anick s'est retrouvée coincée. « Je m'étais oubliée. J'avais oublié mon organisation finalement et je travaillais juste pour l'organisation de mon équipe. » Après s'être recentrée, Anick a décidé de participer au Diamond Club une deuxième fois. « J'ai commencé à reconstruire mon équipe, pas seulement dire : « Mon équipe ne change pas ». Vous réalisez

que c'est vous qui devez commencer à faire les changements, à travailler différemment. »

Lorsqu'on lui demande si elle a des conseils à donner aux personnes en difficulté, elle répond : « N'abandonnez pas. Je n'échangerais pas les difficultés que j'ai eues parce que je crois que j'avais besoin de comprendre certaines choses. Je ne changerais rien, car les obstacles ont fait de moi une meilleure personne. Nous avons tous des problèmes, mais il faut les surmonter et continuer à avancer. »

Anick se considère chanceuse d'avoir un conjoint qui la soutient. « Mon conjoint m'aide et me supporte. Je ne peux pas demander mieux—c'est la plus belle chance que je peux avoir. Quand ça ne va pas bien, c'est juste quand je viens vers lui, et il m'encourage et croit en moi. » Avec le soutien de son équipe et de sa famille, en particulier de son mari, Anick a trouvé le bonheur et la passion dans son travail.

VOICI QUELQUES CONSEILS D'ANICK POUR AIDER UN MEMBRE QUI SE TROUVE DANS UNE SITUATION DIFFICILE :

1

Écoutez attentivement les problèmes de vos parrainés. Nous avons tous une situation et des objectifs différents. Efforcez-vous de vous mettre dans leur peau.

2

Rappelez-leur leur « pourquoi ». Aidez-les à se rappeler pourquoi ils se sont lancés en premier lieu.

3

Revoyez avec eux les principes de base de l'entreprise. Ainsi, vous contribuerez à les mettre sur la bonne voie et les aiderez à visualiser la réussite.

« Faites les choses simplement. Il n'y a vraiment rien de très compliqué. Il s'agit simplement de communiquer les bonnes nouvelles à tous. » —Anick Lalancette



WITH THE NEXT GEN of dōTERRA



Regan Jayne, Diamond—Regan was born in 1995, where the millennial generation ends and Gen Z begins. As she builds her dōTERRA® business all over the world, Regan has her hand in various other ventures, including attending Harvard to earn her master's degree in nutrition.

How would you describe the millennial generation/Gen Z?

Our generation is so often scrutinized. We're so interesting to people. We're a little experiment they want to analyze. They call us lazy, but we're not lazy. We're intolerant. We've seen what's possible, we've seen what people are capable of, and we've seen the vision of the world we want to see—a world that works for everyone—and we're not going to settle. We don't settle for products that aren't clean or for companies that don't source ethically. We're not willing to settle because we have seen what could be and should be, and that's what we're striving toward.

What are challenges you've experienced as a millennial that might be holding others back from becoming builders?

As younger builders, we don't have as large of a network size as some because we simply haven't been on the planet as long as most of the people building dōTERRA businesses. We have to get creative about how we network. We use social media more and are strategic with our interactions and collaborations. We're not so much targeting someone who wants to be a network marketing distributor. We're constantly ideating; we are always thinking of creative ways to pull dōTERRA into other entrepreneurial ventures. If someone has an entrepreneurial dream, we say, "Hey, you can achieve this with dōTERRA. Why don't we get your business going? This is integrity marketing. You love these products anyway, so let's use this as a vehicle to make your dream happen, whatever it is." dōTERRA is not the end for most of us—it's a piece of the puzzle, the artwork we're creating with our lives. It's about a bigger picture.

How should someone go about attracting millennial builders?

To attract millennial builders, you don't need to convince or persuade them. Instead, make them feel inspired by something and pull them into a vision that's greater than themselves. It's about making them feel like they're a part of something, and then getting them mobilized. Once they mobilize, they're unstoppable. I always lead with Cō-Impact Sourcing®, environmental stewardship, and profound healing beyond just Wellness Advocates. It's perfect. You couldn't speak to my generation any clearer.

"For me, it's all about living in alignment with my purpose and casting a vision for people by going first and showing them what's possible." —Regan Jayne



Stephanie and Zachary Martin, Presidential Diamonds—Stephanie was only 24 when she first enrolled with dōTERRA. At first, she got involved with the business to make enough to pay for the essential oils she was using, but it has since turned into much more.

Why do you feel you gravitate toward fellow millennials when building your business?

A millennial (born between 1980 and 1994) is typically now a mom and oftentimes a stay-at-home mom, which is always my perfect targeted "builder." In my opinion, stay-at-home moms are the best kept secret in network marketing. They're my biggest, strongest, most solid builders. These millennial mommas love bringing a side income to their families. It gives them a sense of purpose, a means to get out of the house, as well as an opportunity to connect and have fun with other people.

What was your experience doing Diamond Club as a young professional? Was it helpful or detrimental to you?

I was doing my own version of Diamond Club before I even joined dōTERRA's. My warm market was a thousand miles away from me, so joining dōTERRA Diamond Club was just a bonus. I had a strong Why—to bring my husband home from the military—so traveling anywhere I needed to with a baby on one hip and oils on the other was worth it. At the time, Zackery and I were stationed at Fort Rucker, Alabama, with all our friends and family back home in Pennsylvania. There were a lot of weeks and weekends when my then one-year-old, Gabriel, and I loaded up the car and would drive 18 hours to teach a few classes and a business workshop. Those long days are something I'd do all over again in a heartbeat. Ask yourself, "Are you willing to give a few years of hard work to set yourself and your family up for financial freedom?" This is it. This is what dōTERRA provides.

What inspires you to keep building?

The men and women on my team who show up big every day inspire me. They fall, but they keep getting up and never give up. They work hard, and I want them to see the same financial freedom I have. They're the beat of my heart.

"When I was young and first starting with dōTERRA, many people didn't take me seriously. But your age has nothing to do with your love for the oils. Just continue to share their many benefits and keep doing what you're called to in life." —Stephanie Martin

Mako Wilton

CAVE CREEK, ARIZONA, USA

BUILDING AN INTERNATIONAL BUSINESS

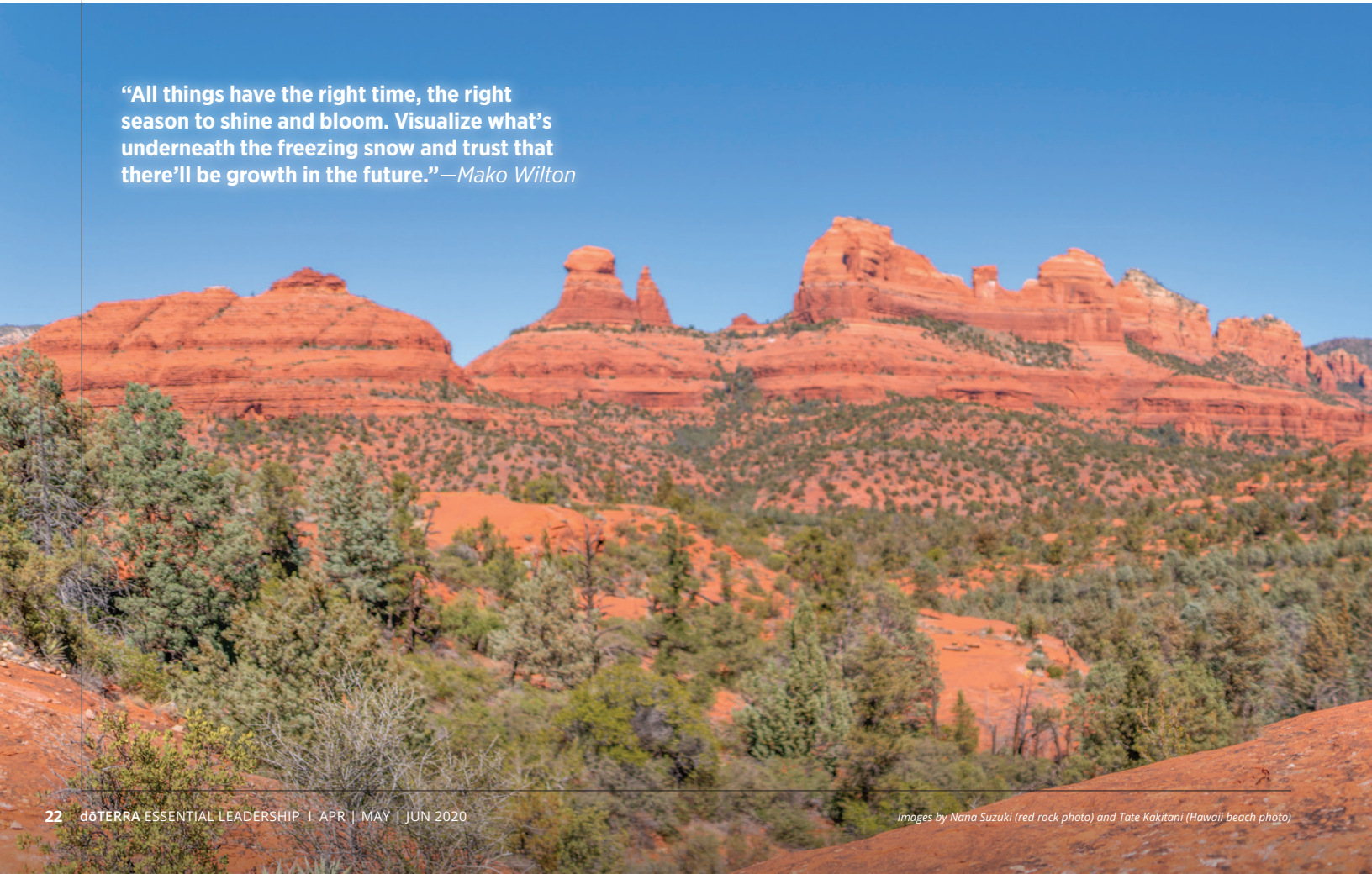
It's not an easy thing to try and build your own business. Such an effort takes no small amount of patience, initiative, and courage. Mako Wilton has certainly expressed such characteristics as she's grown her dōTERRA® business across the world. "My organization is definitely a unique one," she says. "It's spread over many countries, and I have a few international legs. I've traveled every month worldwide from the start to help and support my downline."

Since becoming a dōTERRA Wellness Advocate, Mako has made extra, concentrated efforts to build abroad, developing her lines and legs in Korea, Japan, and a dozen other nations. "I believe strongly in the company mission to share these gifts of the Earth with the world, and I wanted to do my part, planting seeds that will sprout in ways I can't even imagine," Mako says with a smile. "I have many customer-minded people in my

organization rather than business builders, which has allowed me to serve those who need extra help." This international business has presented her with plenty of opportunities and difficulties. "A lot of times I feel like I operate my dōTERRA business all day, every day—or somehow more! It's easy to lose balance. One simple challenge of operating internationally is the



"All things have the right time, the right season to shine and bloom. Visualize what's underneath the freezing snow and trust that there'll be growth in the future."—Mako Wilton



time difference. It makes it harder to communicate and function. Language is another concern, so I've had to hire translators, requiring more time and money." But, for Mako, such sacrifices have been worth it. "I was told to wait until I was a Diamond to build internationally. I can understand that—it costs a lot if you want to grow that way. You have to have a passion, your Why. If your Why isn't at the forefront or you're not a service-oriented person, I don't know how you'd grow an international line."

Amid difficult times, regardless of fault, Mako always asks herself, "Okay, how should I handle this?" She knows she might not be able to control her circumstances, but she can control how she responds to them. One of the best strategies Mako has found is to give herself time away to process all the "messy stuff." She says, "I could worry about it and let it affect me, but sometimes it's best to step away, pretend like life is normal, and then deal with it the next day. You have to trust yourself, surround yourself with people who believe in you, and keep walking."

Working with dōTERRA has enhanced Mako's life and sense of purpose. "My favorite words are believe and hope. I truly believe all things are possible when you strive and prepare yourself for the right opportunities to come. I know without a doubt that this wonderful company can help you achieve your heart's desires!" And Mako's life's purpose is certainly being fulfilled as she works with people around the world. "I have made friends and lifelong relationships through this business. You can't buy that. That's dōTERRA."

THINGS HAPPEN

In life, things happen. Plans get disrupted. People cancel. Certainties become uncertain. Mako understands this, but she also knows vital lessons can be found within life's inevitable events and obstacles. She's always looking to grow, becoming stronger and wiser than before.

Some of the most important lessons Mako has learned and lived are:

- 1 The biggest mountain you need to climb is yourself. Make the journey easier by taking care of yourself, doing things that bring you joy, and approaching tasks however works best for you.
- 2 It's easier to handle challenges when things are kept simple. All journeys have value but they can often be walked more simply when paths are a bit less cluttered.
- 3 People have found and continue to find success by building a dōTERRA business. Save yourself time and resources by seeing what they've done and applying tried-and-true principles in your unique way.



■ Yi Lijie and Tian Lixing

CHINO, CALIFORNIA, USA

ACTION, ACTION, ACTION

"In this business, it's critical to guide others to open their hearts. I try to help others build confidence and trust in the company and understand the greater goals of dōTERRA. I try to help them see the value of their careers and the significant change they can bring into the lives of others."—Yi Lijie

After serving in the military and working for years as a dentist, Lijie had a lot of life experience to draw upon when she and her husband, Lixing, started their dōTERRA® business. Lijie and Lixing come from Chinese culture, where they say indirect communication is common, which can make it difficult to share essential oils. However, Lijie is grateful for the work she did as a dentist because it made her feel more comfortable talking to people, making it easier to share the dōTERRA mission that she believes in.

Lijie's military experience taught her to approach every situation with a positive attitude. She uses this same philosophy with her dōTERRA team because she knows that her attitude and actions have a great impact on those in her downline. She says, "I

influence my team members with my own actions, treat them with genuine care, and support them based on what kind of users or builders they are." This commitment to setting a good example for her team and leading with action comes from something that Lijie heard David Hsiung say. She shares, "As David said, 'We need to continue working hard; it is all about action, action, action!' I try to lead my team with consistency, dedication, and gentleness, believing that all the problems and difficulties we face can be overcome with love."

When Lijie coaches her team, she thinks back to how she felt as a beginner. "At the beginning, I just naturally shared dōTERRA because I was so in love with the company's culture and its products. I didn't have any experience with sharing the

business opportunity, but I got help from my upline and learned so many things from my experiences." Because she could lean on her upline for help in her journey, Lijie offers that same support to her own downline. She says, "These experiences have taught me that setting myself as an example for my team members, caring for them genuinely, and listening to their problems and needs all help me become a great leader."

After years of taking action and leading by example, Lijie and Lixing have built a successful dōTERRA business. When reflecting on her journey, Lijie says, "I'm grateful to dōTERRA for making us better than we were, for making us care about others more, and for letting us have a positive influence on others."

BUILDING AS A FAMILY

Maintaining a harmonious, loving relationship as a couple is crucial to developing a dōTERRA business successfully. "As we communicate within our marriage, we agree to overcome everything while holding the other's hand. Years ago, we decided that, no matter what we do, we will do it together. We always support, accompany, and encourage each other."



"Leadership Retreat is by far our favorite event of the year! It gives us the motivation we need, as well as product education."

Sarah Perkins

EL PASO, TEXAS, USA

Going All In

“Building this business with dōTERRA has taught me more than just sales; it has also taught me about my relationships, belief, strengths, and weaknesses. Throughout this journey, my belief and conviction have become much stronger, my ability to move forward has increased tenfold, and my awareness—of myself and situations around me—has improved significantly. I’ve learned greater balance and feel more fulfilled.”—Sarah Perkins



It started as just a hobby, a way to earn a few extra dollars as she and her family saved to move to Korea, but Sarah knew early on that her dōTERRA® business would be more than that. “I

loved sharing the oils, I loved teaching, and I loved opening people’s minds to new possibilities. I’ve always been fascinated with health solutions and science, and I realized quickly that being independent and able to set my own schedule was a huge asset.”

Sarah hit Silver in five months, but she encountered some difficulties as she made the business a more significant part of her and her family’s life. “The balance between being a mom, a

wife, a cook, a maid, a chauffeur, and sometimes the only parent of my three young boys scared me,” Sarah recalls. “Making sure my family always felt like they’re the most important thing in my life while I pushed toward Diamond scared me. The time commitment required scared me.” However, she came to a realization: “I learned—and still keep in mind—that when something scares me, especially something that will help me grow,

OVERCOMING “PINTEREST MOMENTS”

A critical concept Sarah has learned and passed along to her team and customers is overcoming “Pinterest moments”—those online glimpses into someone’s life, all glitzed and glamorized. “So often we compare social media to our reality, and it’s simply not the case,” Sarah says emphatically.

“We assume that’s what others’ lives are really like and wonder why ours aren’t like that. ‘Why am I not the perfect mom? Why am I not as successful as that builder or as pretty as that Diamond?’”

Sarah works to limit such comparisons in her business and

her life, remembering that “social media is a compilation of ‘Pinterest moments’ that people want us to see. None of them represent reality, and comparing ourselves, whether you’re just starting to build a business or are a seasoned veteran, will rob you of joy and even identity. So don’t—your journey is your own.”

then that’s the direction I need to push. I have always come out better by working through the fear.”

After less than two years of building, Sarah hit Diamond—while living in Korea—but one of her greatest fears came to fruition. “I was accused of only doing my dōTERRA business and had put my family on the back-burner. It hurt. It was a harsh truth,” Sarah says sadly. “I thought of stopping my business—orders, enrolling, everything—but after

talking with my husband, we decided to keep going.”

With her decision, she and her business continued to grow. “Teaching especially fueled me forward. After teaching more classes, I knew deep down that the words I’d heard weren’t about me—though I did need to do more with my family. I used the tools I developed to make sure that, even while teaching five to eight classes a week, I was still helping my kids and husband feel loved

and doing things with them: day-to-day activities, special bedtime routines, and a date night at least once a month.”

Looking back, Sarah doesn’t regret her decision to stick with dōTERRA. “I was terrified that going ‘all in’ with my business would hurt my family and that the balance would be impossible, but it’s been quite the opposite. The balance is a struggle, yes, but it has helped our family’s relationships and brought us together in a way that would’ve never been possible before.”



Sue Ann Grann

DANVILLE, CALIFORNIA, USA

Raise THE Bar

It's no coincidence that Sue Ann reached Diamond in the same season she conquered her first Black Diamond ski run. Both accomplishments took commitment, grit, determination, and teamwork, along with, of course, a few falls.

Just months after launching her dōTERRA® business in 2015, Sue Ann decided to join her family on

the slopes, despite only having skied a handful of times. Her kids were becoming fearless, accomplished skiers, and she wanted to be alongside her family as they discovered beautiful vistas and wooded trails—not hanging out in the lodge.

As she challenged herself to bust past her fears on the slopes, she did the same in her business, pushing

herself to teach more passionately and effectively, getting people on LRP, offering more successful Wellness Consults, and approaching more potential business partners. Sue Ann has learned so much about herself during the process of achieving Diamond with dōTERRA and on the mountain. “The most important part of each journey is building trust in our relationships, challenging and



supporting each other, as well as taking quality time to nurture, develop and educate because it's not nearly as fulfilling going the distance alone. And with beautiful upline, downline, and crossline relationships in dōTERRA, we learn that we're never alone!”

As Sue Ann raises the bar to better herself in her business, she trusts the process of consistently implementing PIPES. “Just like in skiing, I know I must lean boldly into each turn and over my tips, even when my mind tells me to sit back on my tails and play small. We can't improve in any sport or any business if we don't practice and become okay with the occasional wipeout! Show up consistently and fiercely.”

Every time Sue Ann skis, she still gets nervous flutters, but she buckles up her boots, snaps on her skis, acknowledges her fears, and does it anyway. “In life and business, we don't always have ‘bluebird conditions.’ Sometimes the journey is tough. The Diamond run can be daunting, but the journey continues, and the mountain awaits.”

“In dōTERRA, there's nothing like busting past fears and looking back down the mountain to see how far you and your team have come!” —Sue Ann Grann

SUE ANN'S HANDY TIPS

How to help your team conquer the dōTERRA mountain:

- 1 Pause for each other at trail breaks and take the time to educate and nurture your team.
- 2 Encourage one another through each stage of the course. Occasionally, we fall and need to lift one another up. Acknowledge commitment as much as capability.
- 3 Celebrate awesome runs. Cheer one another on as you hit each new milestone.
- 4 Help each other navigate tricky terrain by setting up strategy calls and roleplays. Implement strong communication with your team that will help you navigate each twist and turn together.



Delynn and Dave Miller

CHATHAM, ONTARIO, CAN

WHERE **FOCUS** GOES, **ENERGY** FLOWS

Delynn's career in corporate healthcare was on an upward trajectory. She was good at her job. After having her second child, she went back to work and received a promotion that meant more responsibility and much longer hours.

Shortly after going back to work, her oldest daughter and mother began having health concerns at the same time. Delynn adjusted her work schedule to try and take care of everything at home, while also fulfilling her job responsibilities. Even with the full support of her

husband, it was really difficult. "I tried to be everything to everyone," she explains. "It didn't take long before I realized I was doing everything with poor quality. I felt burned out and had little joy."

None of this sat well with Delynn. In her mind, when life is overwhelming, you can either let it drown you or let it drive you. "I chose the latter," she says. Delynn decided to resign from corporate life and go all in as a professional dōTERRA® educator. "The universe took us by storm," she says. "We quickly solidified Gold and

proceeded to reach Platinum and Diamond shortly thereafter."

Delynn gives due credit to the universe, but there was also a lot of hard work that went into getting her business to where it is today. For her, teamwork was crucial. Even today, she focuses on building a community of leaders. "We coteach classes, cohost events, come together monthly for in-person gatherings, and even support each other's customers." This cooperative arrangement allows everyone more time with their families, flexibility to travel, and less pressure individually.



STRONGER AS A TEAM

Delynn has learned a lot about how to use her strengths, as well as those of her leaders. These are her top insights into building a team of strong leaders:

"I really had to hone in on leading with my strengths to move my team forward and tap into the next level of belief in this business."

"The sooner you assess the beliefs you hold about your team, and use your strengths to press forward, the more you'll thrive. It didn't take me long to accumulate volume; it did take me time to see how my beliefs were impacting my leadership style and relationships with my team."

"When I owned my strengths and took time to appreciate my leaders' strengths, I started truly supporting them. When I stopped trying to push my strengths onto them, I came to understand and support my leaders in the long run."

Creating this community came naturally to Delynn. For her, building strong relationships has always been at the heart of her dōTERRA business. "I have a ridiculous amount of positive energy," says Delynn. "I'm always aware of this and use it to motivate others if they're struggling." The downside of this is that sometimes her belief in her leaders is greater than their desire to build. "You can't believe in others so much that you build their business for them," she says. Now she focuses instead on the people who are ready to do the work, because, as she says, "Where focus goes, energy flows."

When asked if there is anything she'd like to share with people who are building with dōTERRA, she advises, "Trust the process. Your timing is perfect and isn't meant to be done in a way that's inauthentic. Be you. You rock at it!"

"The journey to Diamond makes you understand that this business isn't meant to be done alone."—Delynn Miller



Images by Amy Malott Photography

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

Congratulations to the Prime Wellness Club Founders

Last year, Prime Wellness Club was introduced to invite Wellness Advocates to participate in our dōTERRA® vision for more health-conscious communities. Over 300 hardworking Wellness Advocates qualified, and the top 25 were named Prime Wellness Club Founders.

Hannah Haller



Richard and Jennifer Oldham



"We wanted to be Founders because we love what it stands for. It motivated us to get back to basics in the business."

Max and Liz Lowenstein



Matt and Bailey King



"Prime Wellness Club was an incredible journey. It taught us to focus on serving customers. It taught us grit and consistency are the keys to success."

Terri Seldon



"Set SMART goals for yourself and your team, get events in your calendar, and schedule coaching and follow-up calls. Time freedom is available when we schedule it."

Dr. Kellie Lancaster



Billie Aadmi



"My biggest personal growth lesson has been that doing anything from a place of service and truly wanting to lift others will help you succeed in everything you do."

Stephanie Kutterer



"Success is simply belief and hard work. Once belief emerged and I determined to do the work, the impossible became possible."

A Message from Emily Wright to Our Prime Wellness Club Winners

"You set the intention and ran hard for 12 months as you stepped outside your comfort zone and discovered gifts you didn't realize you had, as you taught individuals and families how to live a more empowered life with nature's most powerful remedies. You brought hope and peace to the world."

Cristina Badell



"I learned that when you are willing to make significant sacrifices, you can be sure that the reward is going to be bigger than those."

Tricia Doran



"It was a huge mindset lesson! I daily renewed my mind and set my eyes on next steps. I graduated Diamond Club, rank advanced, and inspired others . . . and myself!"

Kathy Goulet



"Prime Wellness Club gave me the opportunity to belong, regardless of ranks. All year, I set up my mind to become top 25 and embraced the grace!"

Hélène Arbour



"Un sentiment d'accomplir m'habitait, dans l'éducation des générations actuelles et futures. Ma mission est exigeante mais ô combien gratifiante!"

Stan and Phyllis Goodson



"This amazing race required grace. As fears loomed, teamwork bloomed. On reflection, zero lack, as all along He had our backs. With God, everything is possible."

Lynda Carpenter



"No excuse, no reason, no justification feels as good as the feeling of success and knowing that so many lives that were changed for the better."

Carol Birchwale



"We can do anything we set our hearts and minds to. Picture what it looks like and take one step at a time."

Kayla Monson



"I learned the importance of switching things up when they are not working—that you can always find a way. You just have to get creative and be willing to shift in your approach."

Hayley and Wes Hobson



"This competition inspired us to show up as leaders. It reminded us that this business is not just about selling a product one time to one person. It's about continuing to find solutions."

Rui and Jeana Santos



"It's okay to be successful. Believe you can! Share your passion to help others authentically. Asking for referrals made all the difference in Prime Wellness Club."

Melody Brandon



"Partnering with my top leaders this past year has created a stronger foundation and has given me a sense of freedom in business that is priceless."

Kelly Mallinson



"I learned that what I have to offer is valuable. I believe in my capacity to continually move forward, despite my fears."

Angela Reed



"I was able to really partner with the hard workers on my team and help them build. That felt wonderful."

Shaye and Stuart Elliott



"Prime Wellness Club taught me to be incredibly diligent and consistent in my business. I emerged a better leader because of it!"

Jennifer Yates

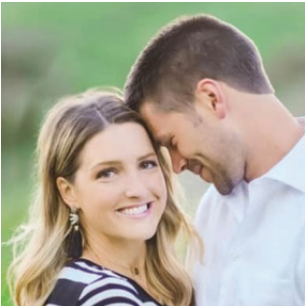


Gina Cho



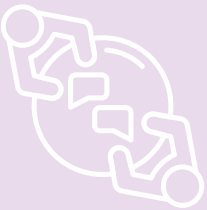
"God used this incredible Prime Wellness Club experience and the dōTERRA wellness lifestyle to gift me life-changing freedom—physically and financially!"

Brady and Michelle Cannon



"I leaned through this program that I am capable of doing what I set my mind to. Even when it gets hard, you shouldn't quit . . . ever!"

stats



Total
Enrollments:
27,019



Total Sales
Volume
from Top 300
PWC Winners:
7,159,813

Congratulations to the Prime Wellness Club Top Winners

- GINNY EDMUNDS
KEVIN AND NICOLE ALMEIDA
JENNA AND ANDREW RAMMELL
MAGDALEN AND MARTY KOSEL
BRAD AND TOBI GIROUX
LILLIAN WENGER
TOM POLIFKA
DR. MARIZA SNYDER AND ALEX DUNKS
JANET COOKE
JOSH AND KEELI MARTINEZ
CHRISTINA AND LEWIS JESSUP
MELISSA RAMOS
CRYSTAL AND DANNY MASINCUPP
JERRY AND AIMEE BECK
WILL AND MARCY SNODGRASS
NICOLE CHASE
ALFONSO AND LISBET NUNEZ
ELIZA AND LUNDY BONE
NANCY COUTURE
GINA DELLA PASQUA
KARINE DROUIN
ROGER AND TERESA HARDING
TRACEY JOHNSON
NATHALIE JEAN
ELENA BROWER
RONAI AND MICHAEL BRUMETT
LYNNE HERRO
JENA McNABB
CHARLOTTE ALCALA
JOSÉE RUELLAND
ELIANE PROVENCHER
WENDY WIGGS
MARIE-HELENE CARRIER AND YANN GAUTHIER
JOSH AND SEASON JOHNSON
CORRIE RATZAT
ANNABEL OLAH
JESSICA BELLOFATTO
ERIC AND SUEANN GRANN
JAMIE PETERSON
LISA JURECKO
ERIKA AND JOHN CAPPELTMANN
KC AND JESSICA MOULTRIE
ERIKA GARZA
HEATHER BEACH AND JAMES MATAROZZO
GWEN KAZLOUSKAS-NOYES
GENEVIÈVE CHARTRAND
AMANDA WALLJASPER-TATE
TERRY AND JULIE HALL
CHASITY AND JAMES DEDMAN
MARANATHA PARKE
MARK AND TINA WONG
BRIAN AND NATALIE CARSON
GUYLAINE HÉLIE
BRADLEY AND KELLY REES
STACY LAMB
VERA VENTURA
KRIQUETT HOWELLS
MARIE-MICHÈLE DELISLE
MICHELE EISENBERG
JENNIFER GILMAN
CAROL LINDSEY BAKER
LUCINDA MARTIN
ALLI SEIGEL
CRAIG AND MARY ROBBINS
CLAUDIA SAPUTO
KATELYN NEIL
JENNIFER DONNOR
BELINDA ZUSSMAN
JENNIFER SHAW

TARANA NABIZADA
MARILYN CANTIN
JANEL ANDERSEN
KRISTA RANDALL
KIMBERLY FASADA
KIM GONZA
JERRIE LYNN VEDVEI
JEFF AND JODEE BRYANT
LIAT KASSIN
ISABELLE KOCYLA
BRADEN AND CAMILLE BAWCOM
SUSAN RICHEIMER
TONEE MOWER
DANA MILLER
PRICILE DE LACROIX
MICHAEL AND JULIE HUBBARD
JESSICA HERZBERG KLINGBAUM
JENNY NOONAN
CAROLINE HERVIEUX
JILL BEALE
ZACKERY AND STEPHANIE MARTIN
JADEN OLSON
JAMIE SWINGHOLM
MEGAN NEWMANS
MELODY AND WALTER WATTS
NIKKI MARCINA
MAYRA AND STEPHEN POWERS
NIKKI BERDZAR
JANE JAGLOWSKI
JESSICA LOURIE
JULIE PREAS
MANON PORELLE
ROXANNE FOURA
CYNTHIA ADCOCK
CHERYL GEARIN
SUZANNE BLALOCK
MARGARET MEI
CORALEE BROOKES
MOLLY DAYTON
PRISCILLA AND JERRY MESSMER
SAMANTHA WERNER
STEVE AND CHELSEA SCOTT
MARSHA THOMAS
BILL AND MEGGEN KEEFE
CHENA ANDERSON
ISABELLE RICHER
AMANDA AND KEVIN RAHIJA
ELIZA YOSHIDA
KAYLA LARSEN
MEREDITH DEGNER
PRISCILLA ROIREAU
LAUREN O'HARA
TODD HART
MIKE AND AMANDA WITTMANN
PATRICK AND JENNA HARRINGTON
PASCALE-ANNE LAVALLÉE
SHANE AND REBECCA HINTZE
GREG AND DR. JULIE MONTGOMERY
JAMES AND MARY STICHTER
NICOLE PERRY
MERINA FARRELL
DIANE BERGERON
GWENN STAVENOW-DAVIS
MARIA VINSON
CORT AND KARLI ROSZELL
JENNIFER AND FERNANDO GALLARDO
MARY LOU MULCAHY
DR. LAURA AND MARK RICCI
TED AND ALISIA NELSON
LINDSAY MUSTARD
STEPHANIE PINTER

JENNIFER SNELL
MÉLANIE BARRIÈRE
STEFANIE AND BRANDON STAVOLA
VERONIKA ANDERSON
CHRISTOPHER AND KELSEY GUERRA
ASHLEY KEMA
SANDRA RADTKE
LAUREN HANSON
LISA YANG
TIFFANY KAHL AND LORI ANGSTADT
MICHELLE ASMUS
DARLENE LEVAN
RACHEL ABBETT
MOU BHATTACHARYA
JASMINE LEMOYNE
CHRISTINA PETERS AND MICHELLE MCVANEY
MARIE-ÈVE BLAIS
BECKY LEE
JENNIFER BUONASSI
VALERIE LANCASTER
CHAD AND CASSIE PALS
ANITA DOGRA
LAURANELL THOMAS
SARAH SMITH
CONSTANCE ANDERSON
CORY AND STEPHANIE NEWTON
JENNIFER CONWAY
TANYA WINCHESTER
TERRY MECKLIN
LISA HICKEY
PAULINA MELISSAS
MARISA CACCAMO
MICHELLE RENZITTI
GABRIELLA STEWART
KATEYBETH SHAW
KASSIE POTTER
LASSEN PHOENIX AND BRYAN HUDDLESTON
SHADONNE D. HARRIS
JESSICA RYAN
ELIZABETH AND ELENA SWAN
DALE AND SANDRA POCERNICH
LESLIE GAIL
MARI WEAVER
JASMINE MA
LEANN FORST
CLARA WISNER
MÉLANIE JACQUES
CARLA POSTLEWAIT
ASHA MCLAUGHLIN
KATIE MADILL
DERRICK AND TARA LAUGHLIN
AUDRA ROBINSON
TIM AND BECKIE FARRANT
JENNIFER PANSÁ
ALEXZANDRA PETERS
CYNTHIA WEATHERBIE
AMY GIBBONS
MEREDITH IRWIN
NAOMI DENNEY
PASCALE BOUCHER
MATT AND ALICIA TRIPLETT
DONNA MCDOWELL
ADRIANA ROGERS
APRIL EWAKA
JACKIE GINTHER
LISA COZZI
JILL KLEIN
BRIGITTE PROVENCHER
TANYA CAMPBELL

BRIAN ALBONETTI
ANGIE LUOMA
DR. BRENDA YANOFSKY
BETH PATNODE
CHRISSEY SEIBEL
AMY WHEELER
LISON GUÉRETTE-CAPONY AND DAVID MONDOR
KAYTRIN RODGERS
NICOLE SEARCY
DR. PATRICK AND JILL KEIRAN
BENSON LAI AND LYNN WANG
BROOKE STEPHENS
MIRA BINZEN
CATHI RUSSELL
JESS TEMPLE
LISA POWERS
MATT AND JENNIFER TURNIS
MADELEINE TREMBLAY
MARGARET YELVERTON
CHRISTINE RUSSELL
DELPHINE MORISSETTE
REBECCA CONLEY
NIKKI DEAN
JOLYNN AND BRAD JONES
ISSAC AND COLLEEN GROVE
ERICK GONZALEZ
TROY MILLER
KELLI HOWIE
JACKIE WRIGHT
DANIELLE HANNEMAN
LISA PELAYO
NITA SINN
HARRY AND DIANE ZIZZO
ELLIE HEDLEY
JOSEPH AND CANDACE YOUNG
STEPHANIE MILLER
SONIA CASTILLO
JILL WILEY
MEREDITH REILLY
SANDRA DAM
KRISTEN YOUSEF
KELLY CLAUSON
SHERI MAHNKE
SARAH YOUNG
JOHANNA COSTELLO
DENA HOLMES
DR. CHRISTINE F. PEYROUX
HEATHER TOLEDO
MARLENE FLAX
MARK AND ADRIENNE LLOYD
JOHN AND CHRISTINA WOMBLE
MARY EMILY MYERS
KATHY WAGNER
JEFF AND BROOKE NIGL
STACEY BALSTER
DR. ELLA COFFREN RESSLER
TRACY WITNEY
DR. SANDRA HANNA
CINDA GARST
SHANNON ROBERTS
JESSICA CARTER
BRENDA VARGAS
ROB AND KATIE TRUAX
HOLLY MILLER
MARIE-LEE BOUDREAU PAGEAU
SAMANTHA LEE

Kathy Cordell

CHEYENNE, WYOMING, USA

Why Not You?

Even before becoming part of the dōTERRA® family and building a successful business, Kathy was keeping herself busy. “I was working 40 hours a week with the Wyoming Department of Health. I was also a life coach and the leader of a large women’s ministry, planning, writing, and speaking at conferences. On top of all of this, I was in the midst of a health crisis.” Thankfully, Kathy found relief with dōTERRA Lifelong Vitality Pack®. “I felt health coming back to my body. I had an amazing turnaround. I couldn’t stop telling people about essential oils!”

She felt a calling to build a business with dōTERRA. “I knew that stress was causing many of my health issues, and I couldn’t continue to do what I was doing. When I started building a business on top of everything else I was doing, a lot of people thought I was crazy.” Kathy knew she was stretching herself thin, but she knew she was in for the long haul. “I’m a visionary—I saw that dōTERRA was my way out of working too hard at a job I didn’t love and not getting paid what I was worth. In nine months, I was able to quit, and now I’m freed up to focus on the things I love.”

Kathy quickly grew her business. She recalls when she attended her first Leadership Retreat: “I heard someone simply say, ‘Why not you?’ I looked around and saw everyone was just like me, desiring a purpose and a place in the world. On hard days, I still say to myself, ‘Why not me?’ It gets me out of my funk.”

Of course, the journey hasn’t been perfectly smooth or constantly upward and forward. Mistakes happened as Kathy became a Diamond, which led to some strained relationships and

lost confidence. “I was heartbroken and remorseful. I knew I wanted to get past these mistakes and become a leader with high ethical standards that I could pass on to my team. Failure is a great teacher and getting back up to do it all over again forges perseverance and brings ownership.” Kathy believes in the cause and hasn’t let anything stop her. “I feel like everything in my life came together to lead me to building a dōTERRA business. I’m incredibly grateful for all the hard times and for every piece of the puzzle on my journey that’s led me to where I am: living life on and with purpose.”

“Starting a business can be terrifying, but I truly believe that walking into and through fears is the only way to learn, grow, and become a new person. Being comfortable leads to mediocrity. dōTERRA is a vehicle that leads us to uncomfortable places, forming new thought patterns that change our actions and reactions. dōTERRA is a self-development program wrapped in a compensation plan. When we follow the process and decide to become better versions of ourselves, we are rewarded! What’s not to love?”—Kathy Cordell

Build Your Business and Educate Sensibly

Something Kathy loves about dōTERRA is that it’s her business. She gets to work in whatever ways she feels best. “My passion, knowledge, and positivity shine through when I share essential oils,” she says. “When who you are lines up with what you do, you’re living life on purpose.”

However, she’s learned to consider her audience, situation, and purpose. “I’m a microbiologist. I geek out about biochemistry and cellular biology. I love to educate, but my passion for and knowledge of essential oil science were—honestly—barriers to growing a business. I gained customers quickly, but when people came to a, say, basics class, I provided a depth of knowledge people didn’t need. I wasn’t personalizing my approach and I was missing out on sales.”

She advises, “The training and business materials dōTERRA provides are second to none, and we don’t have to reinvent the wheel. There’s a time and place for every kind of education.”



“Allow yourself to be a vehicle for grace. Whatever happens, you’ll know you’re doing your best to serve others.” —Liz Lowenstein

NEW dōTERRA DIAMONDS

Max and Liz Lowenstein

MIAMI BEACH, FLORIDA, USA

A TIME AND SEASON FOR EVERYTHING

When Liz first enrolled as a dōTERRA® Wellness Advocate, she knew she’d stumbled upon something special, but it took a while for Max to hop on board. Liz says, “I presented the power and the opportunity to use these oils rather than forced it all on him. Allowing Max to come into the space of his own growth is what our relationship is based on. It’s really amazing to see Max’s transition from last year to now. It’s been great seeing him fall in love with the oils. He shares from a place of deep love for the products and for the person.”

At a Leadership Retreat, Max and Liz really decided to go for it as a team. “We saw the heart of dōTERRA,” Liz remembers. “We saw that we really align with everything dōTERRA is doing. We were excited when we saw the vision,

and we knew we both wanted to go full force with it.”

While Max and Liz have been growing their business at lightning speed, they found the rapidity of their growth to be a bit of a roadblock. “At the beginning, we found the greatest challenge was the more we worked, the more we made. Coming from the place where we didn’t have a lot of money, that was a big driving force. Unfortunately, family, personal, and social lives all took a huge toll. But when we found that we could actually achieve the same results by not using so much personal energy and instead using more universal energy, that was a game changer.”

When the couple hit Diamond, they knew they had to set boundaries with their team and take time for self-care,

individually and as a couple. They say, “There are times for everything, and coming to that realization was huge for us.”

Max and Liz are together the majority of their time. Their relationship is based on the same deep communication and trust principles found in the yoga they practice together. The couple has successfully integrated the same principles into their business. Max says, “Everyone is his or her own individual. Everyone has personal strengths that manifest on one’s own time and season. If you don’t have deep powers of listening and receptivity, you’ll never know what those strengths are. You need to meet people where they are. That comes from deep listening.” Liz adds, “We need to be receptive to what people need on the daily level, which is always changing.”

MAX’S TIPS FOR ALLOWING THE BEST-CASE SCENARIO TO HAPPEN

“Whether it’s an important enrollment call, a class, or a Wellness Consult, it all comes down to how we listen. The best possible outcome is always right there. It’s waiting for us. We can’t project our own ideas, thoughts, and expectations onto a situation, because then there’s no chance of that best possible situation happening.”

Take the time to prepare. Without thorough preparation, the best-case scenario won’t happen.

Put your time and energy into things you can control.

Don’t try to force things—you can’t make someone believe or think something they don’t want to.

Michelle Asmus
ANKENY, IOWA, USA

Strengths and Success

One of the amazing benefits of building a dōTERRA® business is that it allows you to do as you see fit, playing to personal strengths and skills as you grow and lead others. This has certainly been the case with Michelle. “I take the dōTERRA model and attach my strengths to it. I strive to add value to those around me and share my knowledge. I thrive when and take great satisfaction in being busy and productive.

I work a full-time corporate IT job, teach eight group fitness classes each week, manage my dōTERRA business, and am a wife and a mom to four young kids.” Michelle applies her strengths in self-assurance and as an achiever to her business, making them the foundation of her approach to leadership. “My leaders have unique strengths, so they build their businesses differently. I know

their strengths and they know mine, and this understanding allows me to support them in the ways they need. I also ask all my leaders to tell me their love language so I can respond with what motivates each of them best.” As strong and capable as she is, Michelle has come to especially appreciate the opportunity to work with and develop connections in

“This business will make you a better, stronger person if you plan for personal growth.”—Michelle Asmus

her downline. “Developing lifelong relationships is a major benefit of having a dōTERRA business! You can’t be successful on your own.” She recalls, “I began building in April 2015 and started business activities within two weeks. I worked hard and achieved Silver within four months, but I didn’t have any real builders. dōTERRA is a people business in which I work with both leaders and customers. I value other people by letting them know I need them and add value to my customers by listening, asking questions, identifying needs, and serving them.” Every person she works with, in Michelle’s mind, has something to teach her if she asks questions and simply listens.

When asked what she advises for those who want to start a business, Michelle says, “Embrace the freedom that we have to run our own dōTERRA business. I, for example, place myself into situations with others of higher rank and those who are faster or more successful than me to push me to become better.” She also recommends remembering that success takes time, energy, and compounded efforts. “Somedays I win, and on other days I learn all I can with a positive attitude. Persist through the difficult times. What’s important is that dōTERRA allows you and me to do something that we love with people we love, which is motivating.”



FIVE THINGS TO DO EVERY DAY

After Michelle and members of her team recently read and studied *The Power of Five for Network Marketing* by John C. Maxwell,* Michelle made daily efforts to focus on five things that matter in this business in order to continue developing her own. The five efforts are as follows:

GROW

CONNECT

THINK SUCCESSFULLY

LEAD

ADD VALUE

These powerful principles have accelerated Michelle’s perspective and given new drive to her and her team. She hopes and strongly believes that they will be a cornerstone for her business as she keeps aiming high and making a difference in the lives of others.



■ Véronique Dion

QUÉBEC (QUÉBEC), CANADA

LE GRAND SAUT

Jusqu'à l'année dernière, Véronique travaillait à temps plein alors qu'elle bâtissait en même temps son entreprise dōTERRA®. Elle voulait faire de cette entreprise sa priorité et sa carrière à temps plein, mais elle craignait de quitter son emploi, qui constituait son filet de sécurité. « dōTERRA me rend une meilleure personne. Mon leadership a pris vraiment plus de puissance depuis que je n'ai plus mon autre emploi. » Véronique a donc décidé de quitter son emploi et de se consacrer à dōTERRA à temps plein. « J'ai choisi dōTERRA comme plan A. »

Depuis qu'elle a fait le grand saut, Véronique a dû relever de nombreux défis pour atteindre le rang Diamond. « J'ai eu une patte qualifiante qui est tombée, une équipe que j'ai mal faite qui est quittée complètement. J'ai dû reconstruire la patte. J'ai dû garder l'espoir que j'allais recréer autre chose, et ça leur a suffi. »

En rétrospective, Véronique affirme qu'elle ne changerait rien. Selon elle, les « erreurs » sont ce qui rendent la vie et son entreprise intéressantes. Elle a toujours su voir le bon côté des choses. « Je crois que l'échec m'a fait comprendre que le fait de reculer d'un pas permet ensuite de mieux avancer, d'orienter mes bâtisseurs vers un nouveau groupe auprès duquel ils réussissent. »

LEÇONS DE VÉRONIQUE :

« Une vérité que je suis toujours en train d'apprendre est qu'il ne faut pas présumer que les autres savent quoi faire. Les gens ont tendance à ne pas vouloir demander d'aide. Il est très important de prendre les devants et d'offrir votre aide. »

Selon Véronique, se consacrer à son entreprise à temps plein a augmenté son aptitude à la patience et sa confiance en elle-même et en ses bâtisseurs. « Il est important de se faire mentorer. De garder redevable à quelqu'un ayant déjà une entreprise fructueuse. Alors que mon équipe grandit, mon objectif est de continuer de montrer la voie à mon équipe. »

Quand on lui demande ce qui l'incite à continuer de bâtir son entreprise dōTERRA, elle répond ce qui suit : « Ce que j'ai dans le fonds, c'est de continuer à croire, à avoir la foi. Même si j'ai eu des moments où j'ai des gens qui sont doutés, j'ai continué quand même. Une partie du défi consiste à accepter qu'il n'est pas possible d'être bien avec tout le monde. Je pense que ça c'est une autre réalité du marketing de réseau et puis du modèle d'affaire c'est qu'on ait tous été relié, mais qu'on fait tous chacun notre travail pour faire le business et qu'il faut continuer même si on a des obstacles. Il faut garder toujours en mémoire le vrai "pourquoi". » Le « pourquoi » de Véronique est la possibilité d'aider sa famille et les autres grâce à dōTERRA. « Pour moi, ce n'est plus à propos de mon rang. C'est à propos des gens à moi. »

« C'est facile de rester dans ton coin, de ne pas poser de questions, de ne pas demander d'aide. J'en ai plein dans mon équipe qui ont besoin d'aide. Je suis une personne, je ne peux pas tous les aider. Allez demander l'aide à quelqu'un qui pourrait être un bon mentor pour eux. »



Scan to read
the article in
English

« Je ne vois aucun échec au sein de mon entreprise en ce moment. Je vois des essais et des erreurs, il y a des moments où j'ai donné beaucoup de temps à des gens pour qui, en fin de compte, les choses n'ont pas fonctionné, mais pour moi, il ne s'agit pas d'échecs. Ce sont des occasions d'apprentissage. »
—Véronique Dion





Rui and Jeana Santos

BELLEVILLE, ILLINOIS, USA

Knowledge Gained

"I have been with dōTERRA since summer 2015. My entire extended family is supportive, and most of my good friends have joined me as customers, sharers, and leaders. However, don't think you've exhausted your warm market. Even after five years, I'm revisiting mine. With the knowledge I've gained, I'm better equipped to help and enroll those I couldn't help before."

Unlike most, Jeana's first builder was actually the same person who convinced her to do the business in the first place—her daughter, Kalysa. They were introduced to dōTERRA[®] products by a mutual friend, and when the time was finally right, Jeana and her daughter signed up together on the very same day. "Kalysa was in college and fell in love with the business opportunity as I was falling for the oils. She asked me to attend a meeting, and I heard a story that made me think, 'Huh, maybe I could do this as a business too.'"

Right away, Jeana started progressing. Her upline was helpful and supportive, her builders were dedicated and capable, and she was all in. But no journey to Diamond is simple or easy. For Jeana, one opportunity for growth

was a result of staying at Platinum for two years: "I got too comfortable and stopped doing my own enrolling of customers. I attended classes and supported my team, but I stopped looking for new people who needed what we have to offer," she says. It took time for her to get back to this important part of the business. "It wasn't until my second Diamond Club in 2018 that I truly became a consistent customer enroller. You have to continue sharing and educating, or stagnation can set in, slowing growth in the whole business. Lead by example and keep sharing on, growing, and loving your team."

Everyone makes mistakes in their business, but with mistakes come personal growth, hard-earned

lessons and experiences, and good advice. Jeana is no exception. "I made placement mistakes because I grew so quickly. Even with a strategy, I sometimes still make errors to this day." Her advice is to "slow down and find your front three who are as committed to you as you are to them. Then help them find their own strong fronts. Always place for best support first and immediate need last. The best strategies revolve around healthy, effective relationships."

As a leader, Jeana's top strengths are positivity and communication. Using these strengths has helped her build unity, solutions, and closeness within her team. "It doesn't matter if someone is five levels down. We're a team, and everyone matters."

GEMS FROM JEANA

1 It's best not to drag people along who just want to stay where they are. Let them love their oils and be open and honest if you truly need to take some of their responsibilities away.

2 Go for dōTERRA incentives. They've changed entire businesses. The networking on Sourcing and Incentive Trips is priceless, and the cross-line support is invaluable.

3 When you feel weak, talk it out with your family—they'll bring your feet back to the ground. Jeana relies on her husband, Rui, who has opposite strengths than her—like consistency and discipline—that help keep her grounded.



Images by Wendy Staub Photography

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

Carol Tan

EDMONTON, ALBERTA, CAN

Feeling Whole and Content

For Carol, it was a challenge to go from a successful corporate and governmental career to a stay-at-home parent. “Being a full-time mother comes with its own set of joys, but over time I felt I’d lost myself somehow,” she says. “Of course, I wanted to put my children and husband first. However, I knew I had so much still to offer that I wasn’t doing.” Whether that was something part-time or a weekly job share, Carol deeply wanted to give back with her talents and skills. “I wanted something that made me feel whole, something I could do that would let me sleep at night knowing I’d made a difference in the world in a positive way. I wanted to help more people in a personal, impactful way.”

That chance to do more came naturally through the dōTERRA® business opportunity. After years of being a loyal customer, Carol discovered the business side. As she explored her passion for essential oils with friends

and acquaintances, her team quickly grew. She knew this business was what she had been searching for, with its structure, emphasis on empowerment, and mission to help others on the journey to financial freedom and wellness. “I put in the work, sharing passion from the heart, and the results followed. It’s a labor of love and service to others.”

But it wasn’t all easy, and Carol had to deal with a lot of trial and error. “There’s rarely a perfect upline. This forced me to learn much of the business on my own and ask a lot of questions. I had to build and find creative answers to problems.” In the long run, this taught Carol several important lessons, especially about how she approaches her downline: “What have my experiences taught me? A leader must be reliable, responsive, and supportive to be effective. And though the structure is set up the way it is, you really do hold your future

in your own hands—you build your business the way you want and at your own pace and style. The beauty of this business is having the flexibility to go hard when you want or need and make it your own.”

The freedom, self-care and empowerment, and drive Carol has experienced with dōTERRA makes all the difference in the world to her. “Who doesn’t want to have a positive impact on the well-being of their loved ones, while also receiving financial freedom by sharing what you already live? My journey with this wonderful company has been exactly what I needed in so many ways. In less than two years as a builder I became a Diamond, with a fantastic team of builders and an even larger group of people who simply love the oils, all spread across the world. But I’m not done yet.” Carol loves her life and her team and still has a lot more to offer.

“The basis of the business as a builder is your personal passion for the oils and the products. It’s never a sale. Instead, it’s a natural share with others, which makes for an organic, wholesome build.” —Carol Tan

Finding Solutions Together

Even as the leader of a globe-spanning team, Carol likes to take a hands-on approach—not to micromanage, but rather to empower and grow alongside her downline. “When a question arises, it’s an opportunity for me to explore the answer with the person. Often, answers can be shared with other leaders, so one person’s question is an answer to many.”

This approach of working together, learning, and sharing creates greater synergy and allows for more information and solutions. This is important when dealing with multiple markets, regions, and customs. “I enjoy enabling my builders to succeed, giving them the tools they need to build in whatever country they choose. I like to say, ‘There’s always an answer or a solution to every challenge.’”



Pam Waldron

MILLVILLE, UTAH, USA

SLOW AND STEADY
WINS THE RACE

Pam Waldon first hit Diamond in 2015. She hit it again the next month. Then Pam didn't hit Diamond again for four years. After trying to rebuild her fourth leg unsuccessfully, she realized that it was time to start over. She says, "I didn't want to start over. I was stubborn. I remember expressing my frustration to Emily Wright, and she said to me, 'Slow and steady wins the race.'" Pam took those words to heart and began a slow and steady four-year build back up to Diamond.

Pam was determined to build a foundation that wouldn't crumble and to learn from previous mistakes. However, she refused to let "I should have this" or "I should have that" bog her down. "It's too hard to play the

'should have' game. Everything—including the mistakes, mishaps, and perceived failures—has been part of my journey. Had I not learned some valuable lessons along the way, I wouldn't have found the leaders that I have today. Often what we perceive as a mistake or an error actually becomes a gift for the future!" There is only one thing she wishes she'd known from day one: "Be all in!"

In the story of the tortoise and the hare, the tortoise never stops trying. He wins the race with his slow and steady determination. When Pam reflects on this story, she always adds something to it: "We have to remember that the tortoise doesn't proceed forward without sticking out his neck. I had to learn to stick my neck out a little more. I

had to get out of my head and listen to my inner spirit that guides me for good. One day, I was sitting in a kitchen and sharing my heart and impression with a friend (from my chicken list even). She said yes to joining me in the business. She's now my fourth Silver, who proudly helped me get back to Diamond."

At the end of the day, however, "it actually isn't a race at all." Pam says, "Too many times we're comparing our businesses to those around us and the speed at which they grow. This isn't a race. It's an experience. It's a journey of self-development, and no one's journey looks exactly like anybody else's. If it's been a while since you hit the rank you desire, don't give up. Keep moving forward. As long as you don't stop, it will come."

A QUOTE THAT INSPIRED PAM AND MAY INSPIRE YOU

“Nothing in this world can take the place of persistence. Talent will not; nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan Press On! has solved and always will solve the problems of the human race.”

—Calvin Coolidge



“Don't be afraid to start again! Sometimes when one door closes, we spend so long staring at the closed door that we don't even notice the long corridor in front of us that's filled with other doors waiting to be opened. Keep moving forward, keep sticking out your neck, and keep sharing what you love—doors will open!”—Pam Waldron

dōTERRA® WELLNESS ADVOCATE *Recognition*

TRIPLE DIAMONDS



PATRICK & ALLYSE SEDIVY

DOUBLE PRESIDENTIAL DIAMONDS



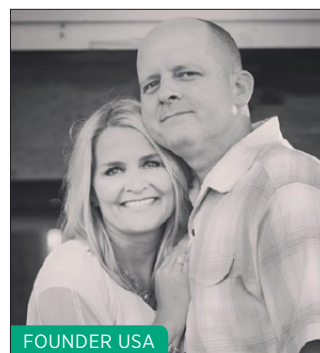
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WES & HAYLEY HOBSON



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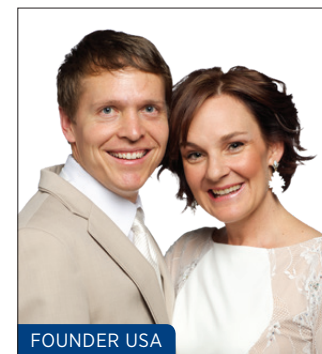
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FOUNDER USA

BOYD & SANDY TRUMAN

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ANDY & NATALIE GODDARD



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MARIE-KIM PROVENCHER

DOUBLE DIAMONDS



FOUNDER EUR

KENNY & REBECCA ANDERSON



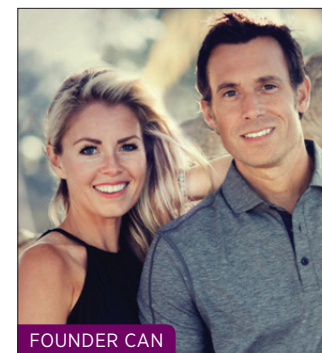
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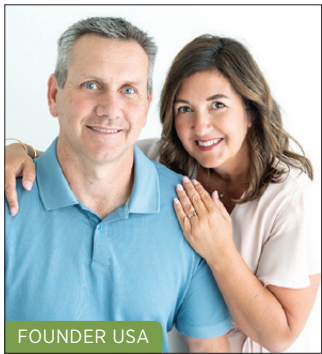
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PRESIDENTIAL DIAMONDS



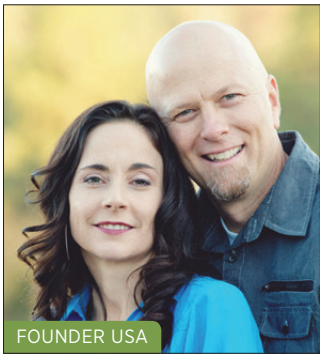
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JAMES & ROXANE BYBEE



STEVE & GINNA CROSS



MOLLY DAYTON



CHRISTIAN OVERTON & MARK EWEN



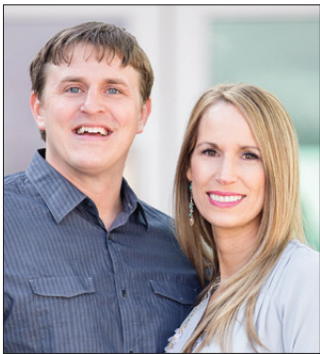
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JOHN & MELYN HARRISON



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MATT & SARA JANSSEN

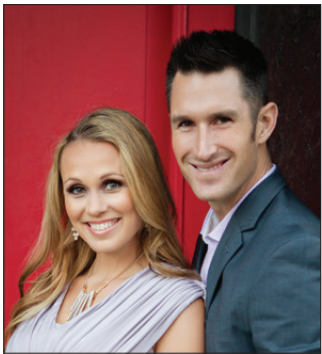
PRESIDENTIAL DIAMONDS



JOSH & SEASON JOHNSON



MATT & BAILEY KING



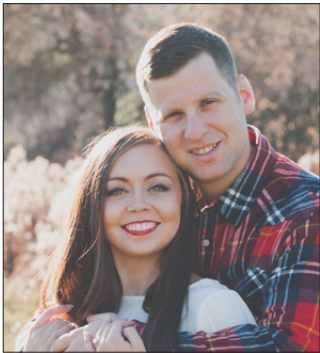
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JARED & NICOLE MOULTRIE



KC & JESSICA MOULTRIE



RICHARD & JENNIFER OLDHAM



ERIC & KRISTEN PARDUE



JENNA & ANDREW RAMMELL



DANIELA & FERNANDO ROMAY

PRESIDENTIAL DIAMONDS



GARY & KARINA SAMMONS



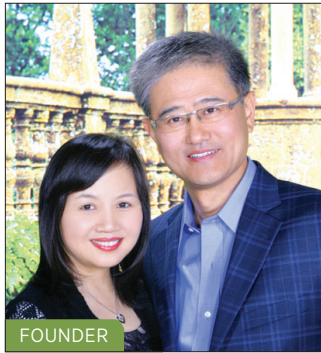
DAVE & PEGGY SMITH



RYAN & DANI SMITH



BETTY TORRES



CHARLES & HELEN WANG



MELODY & WALTER WATTS



CHRISTIAN & JILL WINGER



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



ASTI ATKINSON



PETER & SUSIE
BAGWELL



PERLA BALDEMAR &
JORGE TENORIO



LIZETH BALDEMAR
LIEVANO



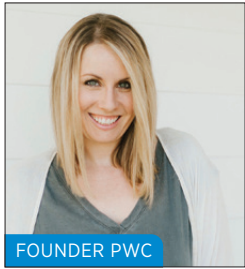
DANIEL & CRISTINA
BENITEZ



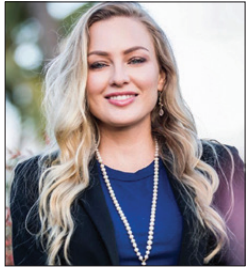
JANNA BERRY



JEREMY & MICKI
BOBERG



MELODY BRANDON



RACHELL
BRINKERHOFF



ADAM & CAREY
BROWN



BEN & CAMI BUCHTA



SUSAN & DAN BURSIC



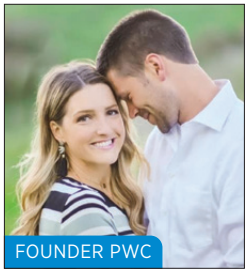
CHERIE BURTON



GERARD JR. & CARMEN
BUSCH



KIM CAMUSO



BRADY & MICHELLE
CANNON



RACHEL & DARYL
CARTER



JESSICA CHAMPAGNE



ETSUKO & RICK
CHIDESTER



CORINNA CHUSE
BARRUS



DAPHNE & DARRIN
CLARK

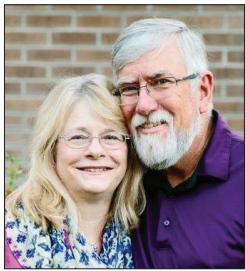
BLUE DIAMONDS



SPENCER & BRIANNA COLES



WILLIAM & KARI COODY



RICHARD & ELIZABETH COPELAND



MAREE COTTAM & DIRK VANDERZEE



JAMES & TANYA COTTERELL



KENT & STEPHANIE CRANE



VERN & JENNY CRAWFORD



FRED & CARRIE DONEGAN



MARK & LINDSEY ELLIOTT



SHAYE & STUART ELLIOTT



KEITH & SPRING ESTEPPE



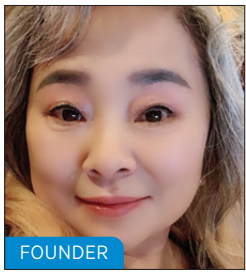
DAMIAN & JENNA FANTE



TIM & BECKIE FARRANT



DR. ROBERT & KIYLA FENELL



YUWEI FENG



DALE & TONYA FERGUSON



SCOTT & RHONDA FORD



JEANETTE FRANSEN



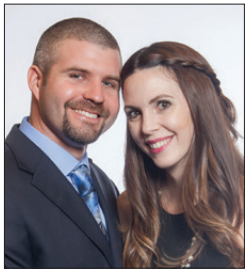
ARIN & GABE FUGATE



MYLÈNE GAGNON



AL & MAUREEN GARCIA



ANDY & MISSY GARCIA



MARC & JENN GARRETT



BRAD & TOBI GIROUX



JEFF & KATIE GLASGOW

BLUE DIAMONDS



DR. ANDREW & RUTH GOUGH



LISON GUÉRETTE-CAPONY



MATTHEW & SEANTAY HALL



HANNAH HALLER



LINDSAY & CRAIG HAMM



DR. SANDRA HANNA



MARTY & JIM HARGER



AISHA HARLEY & LARRY SPIELBERG



BRYANT & BRIANNA HESS



JIM & LARA HICKS



JESSE & NATALIE HILL



KATHY HOULE



JESSE & BREANNE HOUSTON



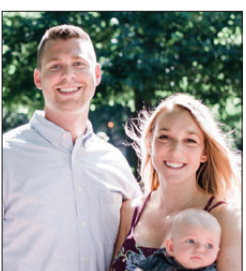
BENJAMIN & STEPHANIE HOWELLS-SCOVILLE



JOSH JELINEO & BEBE MCFALL-JELINEO



LELAND & ROBIN JONES



PATRICK & RACHEL JOOS



JEREMY & ANNETTE JUKES



DRU & GINA KIESEL



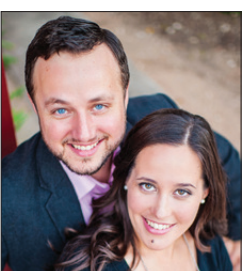
AMY KILLINGSWORTH



NICK & DYANNA KILLPACK



LAURA & SHAWN KING



JON & DUQUESA LAMERS



DANNY & NICOLE LARSON



ALISHA & JONATHAN LATOUR

BLUE DIAMONDS



BRIANNE LEAH



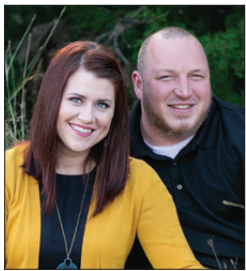
JUSTIN & TAHNA LEE



LILLIAN LIU



GABRIEL & HOLLY LO



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



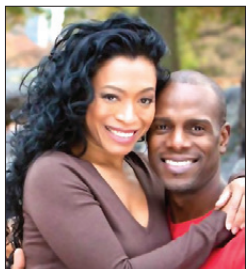
HOWARD NAKATA



DR. MARTHA NESSLER



JONATHAN & DEANNA NICHOLS



DR. ZIA & KY NIX



CRYSTAL NYMAN



NATHAN & JENNI OATES



DR. JOHN & HEATHER PATENAUDE



CHRISTINA PETERS & MICHELLE MCVANEY



BETH & RYAN PHILLIPS



LASSEN PHOENIX & BRYAN HUDDLESTON

BLUE DIAMONDS



GERALYN POWER & DANIEL SALOMONS



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



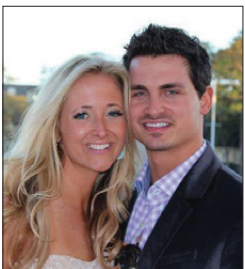
DR. MARIZA SNYDER & ALEX DUNKS



MEGAN SPOELSTRA



NATHAN & MINDY SPRADLIN



STEFANIE & BRANDON STAVOLA



JIM & TAMMY STEPHENS



JAMES & CHELSEA STEVENS



LAURA STOKER



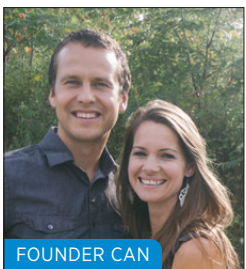
JEFF STYBA



SAMUEL & MELISSA TAEU



BILL & MEAGHAN TERZIS



BRAD & DAWNA TOEWS

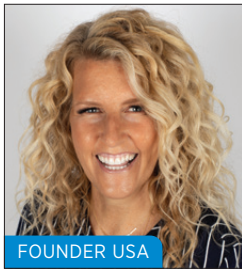


MATT & ALICIA TRIPLETT

BLUE DIAMONDS



JASON & ALLISON
TRIPP



GINA TRUMAN



KARI UETZ



MARK & LORI VAAS



SHANE & KRISTIN VAN
WEY



CIERRA & TANNER
VANDERPOL



MICHAEL & SARAH
VANSTEENKISTE



EDDIE & ANGELA
VILLA



JOEL & SHERRI
VREEMAN



AMY & CHARLIE
WIDMER



JOHN & KALLI WILSON



JARED & SHEREE
WINGER



GARY ZHOU & LAURA
WANG

DIAMONDS



KEVIN & KIM ABAIR



DR. JOHN & JENNIFER
ACCOMANDO



KATIE ADAMS



KATHY & BRAD
ALLDREDGE



KATCHIE ANANDA



DAVID & SHANNON
ANDERSON



NEAL & ERIN
ANDERSON



KELLY ANDREWS



CLAUDIO & JANAЕ
ARANCIBIA



JUSTIN & BRIDGET
ARNOLD



MICHELLE ASMUS



KAREN ATKINS



BENTON & ELIZA
BACOT



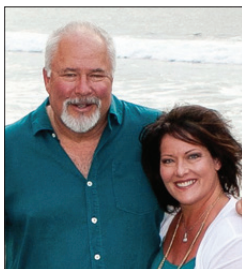
CRISTINA BADELL



BEN & JADE BALDEN



KENDRA BAMFORTH



RICK & HAYLEY
BAMMESBERGER



MACKENZIE BANTA



ERIC & BECKY BARNEY



JEREMY & CARLY
BAUTISTA



BRADEN & CAMILLE
BAWCOM



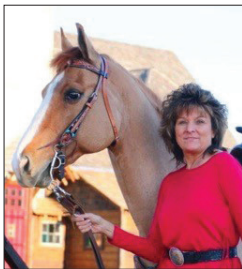
AMANDA BEACH



ASHLEY & CHRIS
BEANS



LISA BEARINGER



JUDY BENJAMIN

DIAMONDS



JOY BERNSTEIN



KEN & WENDY BERRY



MELFORD & CONCETTA
BIBENS



JENNIFER BITNER



JAMIE BOAGLIO



JON & KENDRA BODINE



LADONNA BONTRAGER



MICHAEL & MICHELLE
BOWLES



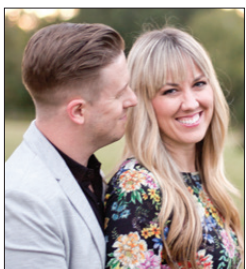
DR. JAMIE &
CHRISTINA BOYER



TIM & CARRIE BRADLEY



JASON & KAMILLE
BREUER



ALLISON & BILLY
BRIMBLECOM



JAKE & ALEXA
BRODSKY



DON & CINDY BROWN



RUSS & CHAR BROWN



STEVE & BRENDA
BROWN



ANNIKA BUCKLE



KORINA BUEHRER



ERIKA BUTLER &
RICK HENRARD



ANNE CALHOUN



ISABEL & DANIEL
CALKINS



MELISSA CANNON



ERIKA & JOHN
CAPPELMANN



BEN & ADABELLE
CARSON



DAVID & ANDREA
CAUFFMAN

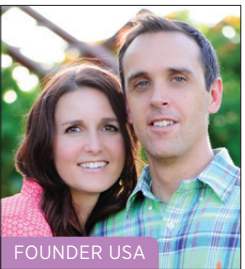
DIAMONDS



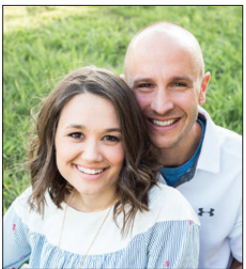
NATHALIE CHAUSSEAU



FOUNDER PWC
GINA CHO



FOUNDER USA
GREG & MARTI
CHRISTENSEN



JOSIAH & MELISSA
CHRISTOFFER



TROY & DOROTHY
CIVITILLO



MARC & ROMI CLARK



ANDREW & SHANNON
CLOUGH



FOUNDER CAN
ALLISON COCHRAN



BRETT & FARRAH
COLLVER



MATTHEW & AMIEE
CONNER



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



JAMIE & TED DIBBLE

DIAMONDS



VICKIE DICKSON



MEGAN DILMORE



VERONIQUE DION



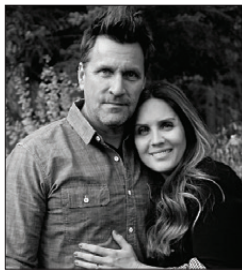
ERICA DOLAN



BONNIE DONAHUE



KARINE DOSTIE



CURT & TONIA
DOUSSETT



DAVE & LIZ EATON



ROSALIE ELLIOTT



DAVID & JULIANNE
ELLIS



CAROLYN ERICKSON



DR. MELISSA & EVAN
ESGUERRA



HEATHER ESSLINGER



ROLANDO & JESSICA
ESTRADA



CHERI & CHAD EVANS



CHRISTY & ANDREW
FECHSER



KNUT & CHRISTY
FEIKER



DANA FELDMEIER



DANIEL & MICHELE
FENDELL



MAPLE XIAOHANG
FENG



CATE FIERRO



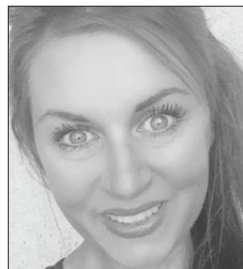
BARRETT & CARA
FINES



MARLENE FLAX



SAMSON & LETICIA
FOLAU



HALIE FORRE

DIAMONDS



MEGAN FRASHESKI



AARON & WENDY
FRAZIER



LOUIS FUSILIER &
MONICA GOODSSELL



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



OLGA GODDARD



VERONIQUE GOLLOHER



FOUNDER MEX
ERICK GONZALEZ



LUKE & TERESA
GOODLETT



JAY & DEBBIE
GORDON



ADAM & LEAH
GRAHAM



LINDSEY GRAHAM



SUEANN GRANN



DARREN & ROSIE
GREMMERT



CURT & CAROL ANN
GUEST

DIAMONDS



LINDSEY GUNSAULS



TASHA HAKEEM



STEVE & KRISTINE
HALES



KIRK & JENNIFER
HAMILTON



RENE HANEBUTT



CLIFF & PJ HANKS



KARA HANKS



NATALIE HARRIS



RYAN & JENYCE
HARRIS



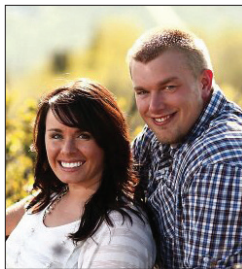
TODD HART



GARTH & JULIE
HASLEM



SCOTT & SHYANNE
HATHAWAY



MARK & ALICIA
HAUGSTAD



ELLIE HEDLEY



DRS. MARISSA HEISEL &
PETER KRAVCHENKO



ANTHONY & DANIELLE
HEIZENROTH



PAUL & TERI HELMS



SUSAN HELZERMAN



GORDON & JULIE
HERBERT



RYAN & MELISSA
HERMAN



JULIE & KAULIN
HINTON



GREGORY & SUSANNA
HOBELMAN



BILL & JODY HOFFMAN



TONI & ROBERT
HOLLAND



JENI HOUSTON

DIAMONDS



STEVENSON HSIUNG



JEFFERY & MIRANDA HU



AMY HUFFMAN



CHRISTY & REID
HUGHES



ALLISON HUISH



JEANESE HUMBERT



RICK & KATHY
HUNSAKER



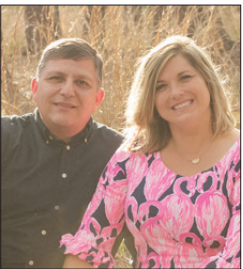
BJ & MEGAN HUNTER



MARY HYATT



FOUNDER CAN
CYNTHIA INCZE



DR. DAN & KELLY
IRIZARRY



JASMINE JAFFERALI



FOUNDER USA
ROB & WENDY JAMES



CHRISTINA & LEWIS
JESSUP



YI LI JIE & TIAN LI XING



AARON & JESSA
JOHNSON



KILEY & NORA
JOHNSON



TONY & DONETTE
JOHNSON



BRIAN & RACHEL
JONES



JARED & RACHEL
JONES



LISA & RICHARD
JONES



TIFFANI JONES



HAGAN & DENA
JORDAN



JESSICA JOVANOVICH



LISA JURECKO

DIAMONDS



LEAH KARRATTI



JILL KEIRAN



ASHLEY KEMA



JACK & TRACI
KENNEBECK



MIKE & KALLI KENNEY



DR. JENNIFER KEYS



REBECCA KIM



MELISSA KING



JESSICA HERZBERG
KLINGBAUM



PAUL & NANCY KNOPP



MIKE & MEGAN
KNORPP



TIFFIN KREGER-
BRYANT



JOE & AMBER KROPF



FOUNDER EUR
JON ERIK & LYNN
KVAMME



AUDREY LAFORGE



ANICK LALANCETTE



GARRISON & CINDY
LANDES



DAVID & LOIS LANE



JIM & CAROLYN LANGE



LAURIE LANGFITT



SHARA LANGFORD



JAMES & MICHIE
LAYTON



FOUNDER USA

NOLAN & PAT LEAVITT



JOHN & CAROLINE LEE



REBECCA LEONARDES

DIAMONDS



CHUCK & CHRISTINA
LEROSE



ZACH & KYLENE
LESSIG



DR. DANIEL & KATIE
LEVERENZ



CHAD & JODI LEWIS



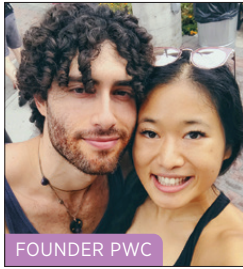
JOHNATHAN &
RACHEL LINCH



KATRINA LOTTS



AVASA & MATTHEW
LOVE



FOUNDER PWC

MAX & LIZ LOWENSTEIN



JASMINE MA



JING MA & JINHUI
WANG



BETTY MAGILL



BROOKE MAGLEBY



SUZY MARTYN



OKSANA MASTER



ELIZABETH & MANNY
MATSAKIS



PAUL & KRISTIN MAYO



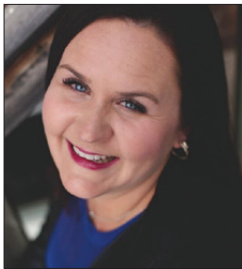
VICTORIA MCADAMS



TONY & AIMEE
MCCELLELLAN



KEITH & KERI MCCOY



BRITTANY MCDONALD



SHARON & JASON
MCDONALD



JEANNE MCMURRY



ROGER & CAROL-ANN
MENDOZA



DAVE & DELYNN
MILLER



JUSTIN & ASHLEE
MILLER

DIAMONDS



FOUNDER

LIU MIN



FOUNDER PWC

KAYLA MONSON



GREG & DR. JULIE
MONTGOMERY



ANDY & TIFFANY
MOOSMAN



MICHAEL & MELISSA
MORGNER



MARIE-CHRISTINE
MORIN



SOPHIA MORRISON



JANELLE & JUSTIN
MUELLER



KATELYN NEIL



TED & ALISIA NELSON



MEGAN NEWMANS



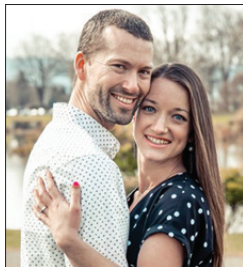
CORY & STEPHANIE
NEWTON



JULIA NICHOLSON



ERIC & KRISSY
NORDHOFF



AUSTIN & AMBER
NORDSTROM



KERRY & DENISE
NORRIS



ADAM & TAMI NUHFER



BERNADETTE
O'DONNELL



JOHN & AMANDA
OLSEN



STEPHEN & DAWN
OLSEN



CHRISTOPHER & AMY
OUELLETTE



JOHN & KIM
OVERPECK



KATHY PACE



MELODY PAINTER



JENNIFER PANSA

DIAMONDS



MARANATHA PARKE



ROBERT & JANELLE
PARRINGTON



RODNEY & ELAINE
PARSLEY



SANDRA PASCAL



ESPIE PASIGAN



JOHN & LAURA
PASTERNAK



CYNTHIA PATIENCE



DR. CHARLES & ANNA
PENICK



SARAH-JANE PEPPER &
TYLER HERR



SARAH PERKINS



PRESTON & TENA
PETTIS



SPENCER & LAURA
PETTIT



EMMY PICKERING



BRIAN & JEN PINTER



FRANI PISANO & HERB
HOELLE



STEPHANIE POE



TOM & CARRIE
POLIFKA



KATRINA & MATTHEW
POTTER



MAYRA & STEPHEN
POWERS



JULIE PREAS



JESSICA PRESS



JESSICA PRESTON



MATTHEW & RACHEL
PRIMEAU



AUBREY & BOBBY
PRUNEDA



JACOB & ABI RAINES

DIAMONDS



KRISTEL RAMIREZ



KRISTA RANDALL



JAMIE & JUSTIN
RATHJEN



CORRIE RATZAT



DICK RAY & STACY
PAULSEN



HANNAH REASONER



ANGELA REED



BARBARA REMPEL



CHRISTY RICHMAN



ADAM & NISHA RIGGS



FRANK & JACQUELINE
RITZ



CRAIG & MARY
ROBBINS



SHAWN & AMANDA
ROBERTS



JAMES & KELLY
ROBISON



MICHAEL & TRACIE
ROESBERY



BRITTANY ROSCHECK



CORT & KARLI
ROSZELL



RITA RUNNELS



CHRISTINE RUSSELL



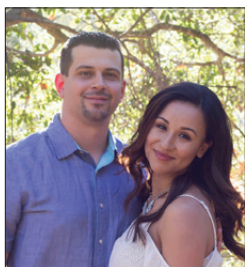
JESSICA RYAN



KARI RYAN



RUI & JEANA SANTOS



CLAUDIA SAPUTO



ADRIAN & ROXY
SARAN



STACEY SARROS

DIAMONDS



DENA SCHULTZ



JANE SCHWEITZER



JUDITH SEARS



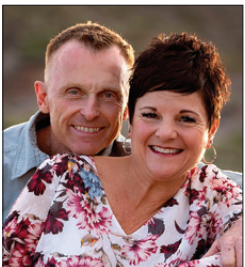
TERRI SELDON



WENDY SHATTUCK



KEVIN & KESHIA
SHEETS



LARRY & NIKKI SHORTS



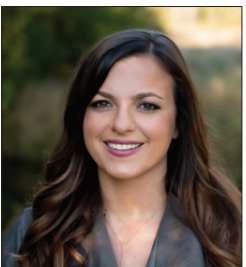
AMANDA SILICH



ELENA SIMMONS



RACHEL & SCOTT
SIROTA



MARY SISTI



TOM & ERIN SMEIGH



ADAM & RIGEL SMITH



DRS. JORDAN &
TRACEY SMITH



KALI SMITH



LANA & KIRK SMITH



JENNIFER SNELL



MARCY SNODGRASS



JOE & LAURA SOHN



OLGA SPITZER



ASHLEY SROKOSZ



ALICIA & JASON
STEPHENS



DAVE & CALLIE
STEUER



JULIE STOESZ



VICTORIA
STRELNIKOVA

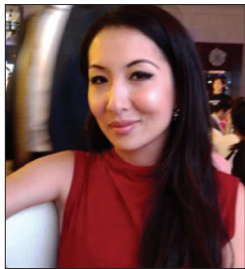
DIAMONDS



FOUNDER MEX
JUAN CARLOS SUÁREZ &
ARACELI VALENCIA



DR. MARA SUSSMAN



CAROL TAN



PAMELLA TANIMURA



JOY TARPLEY



JOE & ANNE TETZLAFF



PRAMELA THIAGESAN



DR. LYNN THOMPSON



TYLER & KRISTIN
TIGGES



LINDA TILLEY



BILL & ERLEEN TILTON



FOUNDER CAN
PATTI TINHOLT



MICHAEL & JEN
TOMAZINCIC



RYAN & MELISSA
VALLELUNGA



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

DIAMONDS



BRENT & JENNY
WALSH



ERIC & SANDRA WANG



MICHELLE WARD



BEN & MEGAN
WARDEN



LANE & ANGELA
WATKINS



ZACH & KELSEY
WATSON



ROGER WEBB



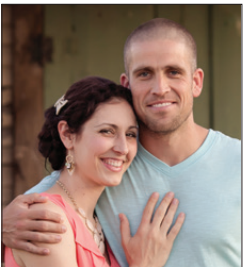
JULIE WEINBERG &
MEREDITH KELLY



KAREN WELCH



SHAUNA WETENKAMP



AARON & DR. RACHEL
WHALEY



MICHELLE WHITE



EMILI & DALLON
WHITNEY



ALANA & KYLE
WILSON



LISA WILSON



ROB & MELISSA
WILSON



LINSEY & ERIK WILT



MAKO WILTON



JULIE WINDER



MEGAN WINFREY



MARK & TINA WONG



JOHN & JESSICA
WRIGHT



JOEY & CACHAY
WYSON



FOUNDER PWC
JENNIFER YATES



ELENA YORDAN

DIAMONDS



ELIZA YOSHIDA



JOHN & DEBBIE
YOUNGGREN



KRISTI ZASTROW



SCOTT & LISA ZIMMER



CHRYSTELLE
ZIMMERMAN

DIAMONDS NOT PICTURED:

GEORGE JR. KLEINSASSER

PLATINUMS



ATANASKA ADAMS



MICHELLE ALAVASKI
BRUNS



CHARLOTTE ALCALA



KELLY ALVIS



JANEL ANDERSEN



CAROLYN
ANDERSON



JAYNA BAUER



JERRY & AIMEE BECK



PAUL & LISA
BERGMAN



SHAWNA BIELMAN



GABE & STEFANIE
BIRRER



SARAH & CRIS BLAIR



SUZANNE BLALOCK



RYAN & JESSI
BOSCHMA



TIFFANY BROSSOIT



BEAU & KELLY
BROTHERTON



PATRICK & KATHRYN
BROWN



STEFANIE BROWN

PLATINUMS



TONI BUNTING



JARED & REBECCA
BURT



JOHN & LAUREN
BUSCH



CLAUDIA CALDERON



DAWN & MARCELLO
CALVINISTI



MARIE-HELENE CARRIER
& YANN GAUTHIER



JONATHAN & AMY
CARVER



AMY CASSEDY



NICOLE CHASE



WEI-CHEN CHEN &
HSIU-MIN HUANG



ANGELA CHILDS



JESSICA & NIC CLARK



MIKE & RACHELLE
CLEARY



RICK & ALISSE COIL



LUISA CRANE



PAULETTE DAVIS



EMILIE DE DECKER



SUSAN DYESS



GINNY EDMUNDS



JESSICA EDSTROM



DAWN FARRIS



RINDY FENLON



JANA RANKIN FINCH



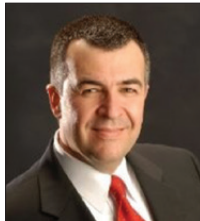
GINGER FISHER



MARCIA FRIACA



CARMEN GOLDSTEIN



APARÍCIO
GONÇALVES



LEON GREEN



DREW & LACEY GRIM



GRIFFIN GUNDERSON



MELISSA GUTHRIE



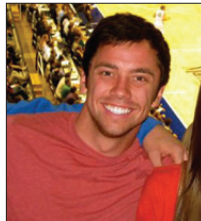
ANASTASIA & AARON
HALCOMB



GRACIE HAMMER



GIADA HANSEN



CURTIS HARDING



JALISSA HARTGRAVE

PLATINUMS



LAUREN HAYDEN



MIRANDA HEBERT



GUYLAINE HÉLIE



DEB HELLMAN



TERRY & MARIA
HEUSER-GASSAWAY



STEPHNE
HILGENDORF



FAITH HILL



PAULA HOBSON



DENA HOLMES



BRENT & ANNIE
HONE



JOY HORSEMAN



KRIQUETT HOWELLS



CHUN HSIANG



KATIE HUSSONG



DR. KEVIN HUTTER



CHARLOTTE IRAGABA



CAROLINE JACKSON



LINDSEY JAFFERALI



ERIN JOHNSON



NANCY JOHNSON



JULIE JOHNSTON



RACHEL JONES



SANDY KALISCH



KRISTA KEHOE



COLIN & JEN KELLY



TRACY KEOUGH



CHRIS & GARY
KIRSCHBAUM



LINDSAY KNAPP



ANTONIA KOMITOVA
AVERY



SPENCER & RETA
KUHN



FOUNDER PWC
STEPHANIE
KUTTERER



FOUNDER PWC
DR. KELLIE
LANCASTER



AMBER LANDRY



ALISON LANGRIDGE



ARLA LEINS



ERIN LEVEAUX

PLATINUMS



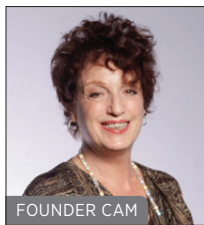
JESSICA LOURIE



SHELLY LOYD



HEIDI LUEKENG



FOUNDER CAM
ADELE LURIE



SHANNON MACY



ANDREA MANUS



BERNY & JANET
MARQUEZ



RAINBEAU MARS



CRIS & PATTY
MARTINEZ



KEIKO MARUTANI



JOHN & PATTI MASON



COLLEEN
MCCARTNEY



CHRISTINE MCCUE



SUZANNE & ROBERT
MCGEE



AMY MCKINLEY



JOHN & EILEEN
MCLEAN



BRAD & ANGELA
MELTON



DR. ALLIE & DAVE
MENDELSON



WENDY MENDOZA



JIMMY & DEIDRA
MEYER-HAGER



JENNIFER MIXDORF



BETTINA MOENCH



TIFFANY MOMBERGER



AISLINN MUELLER



RAY & LAUREN
NEWSOM



JILL NGUYEN



RENEE & CHRIS
NOVELLO



TERRI PACE



PAM PARKINSON



JAMES & CHRISTINE
PAYNE



KATEE PAYNE



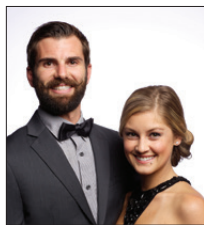
LUCIANA PAZ



GARETT & MARIAH
PESKIN



MIRELA BENVENUTI
CHAVES PIAZZI



BRITT PIRTLE



JOSIAH & MELISSA
PRECOURT

PLATINUMS



TRACY PRINCE



CHRISTINA QUIST



KATIE RAGSDALE



JANET RAMER



NICOLETTE REYNOLDS



DR. LAURA RICCI



JIANMING RIEFFANAUGH



LINDSEY ROBB



PATRICK & MANDY ROWLAND



ANDREW & MINDY ROWSER



BECKI RUH



JOANNA SACCO



CARLA SANTIAGO



JIM & SUSIE SCHIERING



LESLIE SCHMIDT



KATIE & CARLYLE SCHOMBERG



JARED & BROOKE SCOTT



JULIE ANN SCOTT



DEBBIE & KEVIN SHARP



DIANNA SMITH



STEPHANIE SMITH



JOHN & JENNIFER SORENSEN



THERESA SOUCY



SHEENA & TASSAJARA SOUZA



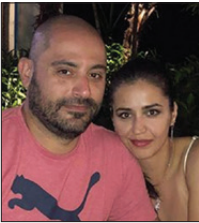
TAMMY STEUBER



WADE & CHRISTINE STOLWORTHY



PHIL & LEEANN STORK



ELENA STOYANOVA



BROOKE & THOMAS TAZBAZ



QUN TENG



KEITH & KELLY TERRY



ALICIA THOMAS



EVAN & ADRIENNE THOMAS



ELIZABETH THOMPSON



ANI TOROSYAN



ALICIA TORRES GEARY

PLATINUMS



DUANE & CRYSTAL TUCKER



KARI TURNER



ALISON VAN ZANDBERGEN



BRAD & ASHLEE VANESS



JENNIFER VASICH



PATRICIA VEGA ROSALES



CASEY VON IDERSTEIN



TARA & JUSTIN WAGNER



KIM WALTER



AUSTIN & JOCELYN WARY



RAYNAH WASSON



LORI WILLIAMS



FRED & MARTI WINKLER



DANIELA YORDANOVA & SAVA SAVOV

PLATINUMS NOT PICTURED:

CAROLYN & NATHAN CHUPP

MARISA DALTON CHRISTINA GARDNER

NA LU FRANCISCO RODRIGUEZ

PETERSON BAOSHENG ZHOU

RECOGNITION IS BASED ON THE HIGHEST RANK REACHED TWO TIMES IN THE PREVIOUS SIX MONTHS. RECOGNITION IS CURRENT AS OF MARCH 2020.

"A LEADER
IS ONE WHO
KNOWS THE WAY,
GOES THE WAY,
AND SHOWS
THE WAY."

—JOHN C. MAXWELL.



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