LEADERSHIP



New Presidential Diamonds–6

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Congratulations on Reaching Presidential Diamond

Betty Torres

SAN ANTONIO, TEXAS, USA



Tell us about your journey to Presidential Diamond.

My journey actually began many years ago when my family came to the United States to escape communism in Cuba. I watched my parents work diligently to provide for our small family in a country that was foreign in every way. After eight years of struggle, an opportunity presented itself, and my parents grabbed at the chance to realize the American dream. Their work ethic and sacrifices led to success in our new country, and they were able to provide opportunities for their daughters to become highly educated.

This might sound like a happy ending, but I soon found that my career as a college teacher would lead to a life of imbalance and financial insecurity. I kept thinking about everything my parents had done to secure freedom for our family, and it didn't honor their sacrifice to be living a life where I felt like a prisoner in a demanding career. The blueprint they had laid was present in my mind as I found the confidence to leave my teaching position and reach for my own American dream.

Along the way, I learned many hard lessons when my traditional business and marriage failed, but I found that perseverance, consistent effort, belief, and work ethic prevail every time.

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

If you want to have every option available to you in life, keep growing and moving forward every day. Steer away from

Images by Amanda Macedo Photography

"If this were easy, everyone would reach Presidential Diamond. It's much more than a title—it's who you become along the way."—*Betty Torres*

negativity and drama. Decide where you are going and don't let anything divert you or knock you down. Stay close to the dōTERRA® community by attending local and corporate events and participating in Diamond Club and other special opportunities to grow your team. Constantly work on becoming a better person and leader.

If you have more than your share of challenges, you are being given a special opportunity to rise and get stronger so you can help others find their way out of their adversities. Understand that if this were easy, everyone would reach Presidential Diamond. It's much more than a title—it's who you become along the way.

No one builds to Presidential Diamond alone, but it's important to understand it's ultimately your business, and you must respect the fact that others are on their own journeys. My enroller is a Premier, and I am grateful to her every day for sharing dōTERRA with me. Justin Harrison changed my life when I saw the way he shared his passion in the basement of an old folks' home in a small town in Minnesota, with only seven people in attendance. Lil Shepherd was the upline who "found" me and made sure I had the friendship and support I needed along the way. Dr. Hill was the perfect guardian of the culture when he looked in my eyes the first time we met and explained how dōTERRA was different from all the other companies I had previously experienced. Emily Wright has believed in me since the first day I met her, and over the years she has pushed, supported, and trusted me. Most importantly, I would like to thank my extraordinary team, especially my qualifiers—Dr. Laurie Langfitt, Dr. Lynn Thompson, Paulla Davis, Nancy Johnson, Alicia Torres Lisabeth, and Sandy Kalisch. They have become family and are my best friends in life.

Some people don't want to reach Presidential Diamond because of how much work it involves. What are benefits you've seen?

During my journey to Presidential Diamond, I've never felt the kind of stress I had in my college teaching position. Year after year, my life passed by, and my daughters were growing up with a mom who was never fully present. One of the most stressful things was the constant preparation of lessons, and I was in disbelief when I realized the most effective way to build a dōTERRA business is to teach the same introductory class repeatedly to new people. This was truly a teacher's dream come true.

I've worked hard in both careers, but the personal and financial rewards of building to Presidential Diamond with dōTERRA in just eight years far exceed those of my teaching career.*

What motivates you to continue building your business?

It's extremely rewarding to be able to use my hard-earned wisdom and experience to inspire and support others who have the desire to profoundly change their lives the way I have. Everything I would do in the retirement of my dreams, I get to do daily in my dōTERRA business. I support others, especially women, as they find their voice and their freedom, I travel and have great times with great friends, and I continue to learn and grow all the time.

How has your dōTERRA business changed your life?

dōTERRA has changed my life in every way possible. When I started my dōTERRA business, I had just lost my home during the financial and housing collapse, and I was drowning in credit card, IRS, and student loan debt. If that wasn't bad enough, I was 54 and had no retirement, so my future looked dismal.

It's been a long road, but I've been able to pay off all the debt, and my future looks bright because—in addition to the substantial continuing income I've built with dōTERRA—I have also started investing for retirement and future generations of my family.* This is something that just a short time ago seemed completely out of reach.*

In the beginning, my Why was all about survival and paying off debt. Now, it is much bigger than my personal needs and is all about helping others realize their potential as far as their health, their dreams, and their lives. I'm so happy to share that both my daughters, Alicia Torres Lisabeth and Gabriela Torres Falk, have transitioned from professional careers to their own dōTERRA businesses, and it's become our family legacy. We are living the lives we create for ourselves, which is the true American dream.

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

Congratulations on Reaching Presidential Diamond

Daniel and Amy Wong

BELLEVUE, WASHINGTON, USA



What advice do you have for someone building the business?

I was a business owner myself before building with dōTERRA. Hardships are normal and challenges are supposed to come. My advice is to love the oils and live in a way in which you use the product daily. Before you get started, evaluate and study the business model to find out if it is right for you. Most importantly, work hard! People will quit on you but be consistent and be persistent.

What do you look for in a builder?

I look for people who are honest. I like to see persistence in their past business ventures because I want to work with people who I know are committed. You are going to be working closely with your builders, so choose to work with people you get along with. Whoever my builders are, I try to bring out the best in them, understand them, and know their needs. I try and see where I can motivate their desire to work within this business.

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

A very simple principle I strive to follow is that my family always comes first. I have always known that I'm doing this business for the betterment of my family; therefore, it has been easy to set my priorities. Once you have that value in your heart, it makes it easier to prioritize things.

What advice do you have for couples working together?

Set a mutual goal and then remind each other of that goal. We have found that when you are working toward something together, incidental inconveniences or discrepancies are overcome more easily.

What are the benefits of reaching Presidential Diamond and why should someone else want to reach it?

Consider doing it for self-improvement. Also, remember your team needs a leader to look up to! As you advance in rank, your ability to motivate potential builders will improve. It's a win-win situation when you hit that sweet spot.

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

There was a time when I wanted to slow down and stop building the business; I was very worn out. I have a huge team in China, and I had been traveling a lot. At dōTERRA Convention 2016, I found the strength to go on when I heard how many people were receiving help through the dōTERRA Healing Hands Foundation®.

Before dōTERRA, we would donate to disaster funds or charity organizations to support those struggling. However, I had never put myself in other's shoes to understand their hardships. Through trips and activities with dōTERRA, I have stepped into a world I've never seen before and completely changed my views into humanitarian works. I've realized that there are still many in need and there is so much we can do to help! And most importantly, I've learned that through dōTERRA Co-impact Sourcing® as well as the dōTERRA Healing Hands Foundation, all of us have a chance and the means to solidify our financial future with the opportunity a dōTERRA business provides, while pitching in on the fight against many human adversities! Through these opportunities, I have become much softer in my heart. It has changed me and my whole family. This is why I continue to build, because I am able to help and make a difference in others' lives.

"Be consistent and be persistent."

—Daniel Wong

Images by Something More Photography

恭喜Daniel和Amy Wong

達標總裁鑽石

BELLEVUE, WASHINGTON, USA

對於經營這個事業的人，你們有什麼建議?

我在經營dōTERRA前是企業家，艱辛和挑戰在所難免。我的建議是鍾愛精油，將精油融入日常生活中。開始前先衡量並研究事業模式，看是否適合自己。最重要的是努力工作！人們可以放棄，但你要堅持不懈，始終如一。

你如何尋找你的經營者？

我尋找誠實的人。我喜歡看到他們在過去的職業生涯中的堅持不懈，因為我希望和盡心竭力的人合作。我們會和經營者密切工作，所以請務必選擇合得來的人。無論我的經營者是誰，我都會激發他們的潛能、理解他們、知悉他們的需求。我會竭盡所能地激勵他 / 她來努力經營事業

你如何在經營事業以及照顧家庭中獲得平衡？

我一直秉持著一個原則，家人永遠排第一。我是為了讓家人有更好的生活而經營這個事業，如此一來在排定優先順序上就非常簡單。一旦有這樣的價值觀，就輕而易舉。

對於一起工作的伴侶們，你有什麼建議嗎？

設定共同目標，並時常提醒對方。我們發現攜手共進時，就更容易克服偶爾的不便、以及彼此間的差異。

有些人不想達成總裁鑽石，因為感覺需要投入許多的心力以及承受許多的壓力。這個級別有什麼好處？為什麼其他人應該努力嘗試？

把它視為自我提升，並記得你的團隊需要模範！當你級別晉升時，激勵潛在經營者的能力也同時提升，當你達標時就是創造雙贏。

現在的你，還有什麼可以激勵你持續建立事業呢？

有一段時間我想慢下腳步，並停止經營事業；我筋疲力盡。在中國我有一個很大的團隊，時常飛來飛去。2016的dōTERRA年會裡，聽到多少人受益於療癒之手基金會後，給我無比的力量堅持下去。

經營dōTERRA前，我們會捐款給救災基金會、或慈善機構來援助受苦的人。但我從未設身處地地去了解他們的苦難。



與dōTERRA一同展開的旅程及活動，我踏入了從未見過的世界，徹底改變了我對於人道救援的見解。我理解到透過dōTERRA的互惠合作採購計劃、以及療癒之手基金會，在把握dōTERRA商機的同時， 我們都有機會以及方法來鞏固財務未來，並為人們對抗逆境付出一己之力！這些機會，軟化我的心，改變了我和我的家人。這就是為什麼我持續經營，因為我可以協助並提昇他人的生活。

堅持不懈，始終如一

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

DiamondClub dōTERRA

Olga Goddard

TWIN FALLS, IDAHO, USA



To Russia, with Love

Olga Goddard is on a mission. "When I started my dōTERRA® business, I had a clear Why for building in Russia. I was there before anyone else, paving the way," she says. When Olga started, there was no information in Russian, no shipping system, no experience, and no builders to work with. "To say that it was hard is an understatement. I wanted to quit multiple times. Everyone was telling me that I'd do much better if I started building within Russian communities in the US," she recalls. "But I wanted to bring these amazing products to my people in Russia."

Shipping products to Russia was one of the earliest challenges Olga encountered. As her team grew, so did the demands of shipping. "It got to the point that I was spending 10 days each month doing nothing but packaging. My husband took pictures of every inch of our living room,

Images by Kayla Canaan

dining room, laundry room, home office, entry, and kitchen, all covered with dōTERRA products," Olga recalls. She experienced moments when the time and effort required felt insurmountable, even with help.

When she reached a breaking point, Olga's upline reminded her of something important: her team put their trust in her and cherished the products she was working so hard to get to them. At the end of the day, she knew what she was doing mattered. "It was worth it."

No matter what, Olga knew she couldn't give up. She leaned on her team, her family, and her own belief when discouragement struck. When she wanted to quit, her loved ones helped her get back on her feet, push forward, and continue sharing essential oils with those in need.

After watching her stick with her dream through thick and thin, Olga's team knew she wouldn't quit, no matter the challenge. "They've seen me put my whole heart and soul into supporting them and into finding solutions to the problems we've encountered along the way. They know I believe in them, I believe in Russia, I believe in dōTERRA, and I believe that anything is possible with enough determination."

Olga's vision for her business remains clear. Everything she's experienced with her dōTERRA business—the good and the bad—and her belief in the power of the products give her confidence in her ability to conquer any obstacle. "It doesn't matter what happens. I'm ready."

"Believe in your dreams, especially the craziest ones!" *—Olga Goddard*



LESSONS IN LEADERSHIP

When she first started building her business, Olga had a clear vision of how she wanted to grow her team. Her vision was so strong that she sometimes became forceful in her leadership approach. So she changed things up! If she could go back and give herself some advice, here's what she would say:

Slow down and focus on the person in front of you.	Learn about distinct strengths and talents.
Set aside your vision for the future successes of team members and embrace their hopes.	Listen to the amazing individuals who were guided to your team.
Step back and let your leaders find their own paths when needed.	Take a deep breath and go one step at a time.

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DiamondClub dōTERRA®

Meghan Harlow

GRASS VALLEY, CALIFORNIA, USA

Committed WITH Clarity

When Meghan first said yes to building a dōTERRA® business, she was experiencing the most difficult season of her life. She says, "I was a recently divorced single mother. I had a seven-year-old son and was pregnant with my second son. The divorce was anything but easy, and I needed to get away fast. I walked away from everything." Meghan continues, "What I want to highlight is what an incredible opportunity dōTERRA can offer to absolutely anyone who's willing to simply show up, love, and share. You don't have to be picture-perfect to change lives. You don't have to have it all together. You just have to be willing to keep showing up."

Since the beginning, Meghan has worked hard and practiced commitment to her business while raising her children. "I've quite literally built my business with littles climbing all over me. I'd have to get them set up in the corner of the room so I could teach or bounce babies to sleep while leading a circle. I've done calls while giving baths and had so many late nights on my computer. But all the craziness seems minimal for the return of the number of lives that can be touched and the kind of life I'm able to create for my family."

As it has for many, 2020 brought unique challenges for Meghan. She joined Diamond Club in the 2020 season, and though she knew it would be difficult, she had no idea what was really in store. Diamond Club began in March, and for Meghan and her family it also began with health issues. Despite valiant attempts to stay well, the long, sleepless nights of pacing the floor to help her baby sleep left Meghan's health compromised. For the first two weeks of Diamond Club, Meghan and her children all took their turns with their health concerns. Just as they were feeling well again, the lockdowns and school closures started. "I needed to figure out how on Earth to juggle two different grade-level needs while caring for the baby and keeping up my Diamond Club classes." And on top of everything, they also had a major home renovation going on.

Through it all, Meghan remained committed to finishing Diamond Club. She says, "I don't think anyone could've properly prepared me for just how hard it was going to be, but I made it. I made a commitment to myself to at least complete all the minimum Diamond Club requirements, and in the end I actually finished in the fourth-place prize tier!"

One of the biggest takeaways Meghan has gleaned from her experiences is the importance of clarity and commitment. "It's critical to have absolute clarity in what you're creating. It's incredibly difficult to leap forward with ambiguity. So decide with all your might and vision exactly what it is you want. Then give thanks every single day for that vision. When we have clarity, everything has a magical way of aligning."

Image by Lindy Browning-Fernandez



"WHEN WE HAVE CLARITY, EVERYTHING HAS A MAGICAL WAY OF ALIGNING."

—Meghan Harlow

ADVICE FROM MEGHAN

Over the course of building her business, Meghan has had many learning experiences. Here's one of the most important things she's learned: "When people show you who they are, believe them. Many people will say they want it, but only some will move toward it. You don't need to drag everyone along or be concerned about who isn't there. Simply nurture the ones who do show up and take nothing personally."

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

FACING THE STRUGGLE



Images by Tilley Newman

Miranda Hebert

PASS CHRISTIAN, MISSISSIPPI, USA

In October 2017, Miranda Hebert was a solid Gold. She was earning bonuses and feeling good. Then her husband lost his job unexpectedly. "My income couldn't cover our bills," she remembers, "but I never felt nervous about how we would get through it. I immediately became laser focused on what I could do to help our family."

She studied her back office and started to work on different strategies to grow her dōTERRA® business. In November 2017, she became Mississippi's first dōTERRA Diamond. "I hit Diamond again in February 2018. The income I made from my dōTERRA business allowed us to enjoy the holidays without stressing over finances."* That's when Miranda's focus started to shift. She began to see the control and possibilities of building her business to greater heights.

"I'm so thankful for that moment of struggle. I needed a push to light a fire that would open my eyes to the opportunity I'd been given." Miranda knew she had the chance to completely change her family's lives and it was time to take advantage of it. So she went for it with everything she had.

> "With every part of my being, I believe there's no hurdle that can't be overcome. Each obstacle is an opportunity to learn a lesson. Any issue we face has been overcome by someone else who refused to settle."—*Miranda Hebert*

This habit of tackling adversity is a pattern in Miranda's life. Every time she's encountered an obstacle, she looked at it as an opportunity. She faced the struggle, learned valuable lessons, and moved forward. "I know there's always a way to get to the finish line, one way or another," she says.

Before she began building, Miranda worked as a dietitian. With three young children, she found it difficult to balance her career and family life. Her job was in jeopardy because she often had to miss work to care for her children when things came up. "I felt helpless. We had no family nearby, and the career that I'd worked so hard to achieve was slowing slipping away."

Faced with these difficult circumstances, Miranda made the decision to start her own private practice, Mission Nutrition, LLC. Around that same time is when she reconnected with an old friend from high school who introduced her to dōTERRA essential oils. She didn't know anything about essential oils and had no intention of building a business around them. "Never did I dream I would even consider this kind of work," she says with a laugh.

When Miranda looks back, she sees how far she's come and how much she has grown. "I can honestly say that I wouldn't have truly lived my life to the fullest if this business opportunity with dōTERRA hadn't come into my life. It has made me realize my potential and what I want to create in this world."

Now, Miranda doesn't have to worry that taking care of her family will jeopardize her career. Together with her husband and children, she travels the world, creating memories that will last a lifetime.*

THE RIGHT MINDSET

If Miranda could go back and teach herself one lesson, it would be to treat her business like a business. Here are some of her suggestions for taking things to the next level:

1. Learn the compensation plan, inside and out.
2. Pick a business-building system and stick with it. Dive into each step yourself so you can teach others to do the same. Don't try to reinvent the wheel.
3. Set boundaries and have crucial conversations with new builders from the start.
4. Match the energy and dedication given to you by your leaders. It'll only hurt you in the long run if you drag others along who aren't as committed and capable as you are.

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Kellie Lancaster

BOWIE, TEXAS, USA

RISING FROM THE ASHES

Kellie joined dōTERRA® after a near-death traumatic brain injury her youngest son suffered. She recalls, "It was the hardest time for our family emotionally, physically, and financially. As we're self-employed doctors, I missed half a year of work, and my husband was only able to work part time as we devoted all our energy to my son's recovery."

Kellie and her husband saw starting a dōTERRA business as an opportunity for both of them to help others, while also bringing another stream of income to their family. Kellie says, "I was determined to see it become a reality. My Why was so strong that I never once thought of quitting, even when the hours were long and the progress seemed slow. The pressure of running two clinics and building a dōTERRA business was difficult. It took sacrifice from every family member, but ultimately it was worth it. Now, with my initial goal of Diamond met, I'm determined not to slow down, but to reach my next goal, knowing that the long term benefit is worth the short term sacrifice."

As a leader, Kellie strives to offer the best support she can. "Whether it's helping teach, hosting events, or engaging other builders, I want to be totally available to my team. I feel strongly about servant leadership. I'm here to help, to build with you, and to lift and support you any way I can. Your victory is my victory; your success is, my success. The beautiful thing about



Images by Janey Cooper

"dōTERRA has given me the perspective to allow others to develop their business to be uniquely theirs, to make it their dream, and to serve others with their individual strengths."

—Kellie Lancaster

dōTERRA is that we're a team. We do this together."

Kellie says, "I work from the perspective that you can bring beauty from ashes and victory from past defeat. I think being able to help people be the best version of themselves is one of the most important things a leader can do to grow his or her team. I try to be consistent with my team, showing up every day and leading by example. My motto is be the builder you would want to have. I can't expect my team to do something I don't do."

KELLIE'S ONE REGRET

Kellie has only one regret from all her time and effort building her dōTERRA business: "My only regret is not engaging with a woman I knew could be an amazing Wellness Advocate. At the time, she had another business, and I never had that conversation with her because I knew she used another company. One day, her husband told me that his wife had decided to quit her previous business and build dōTERRA instead.

"Until he told me this, I hadn't known she was unhappy with her previous business. I'd simply assumed she was satisfied with her other already thriving business. I was so sad that I'd never said anything to her. It goes to show you never hold back. **You could be just one conversation away from your next rock star builder!**"



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

Derrick and Tara Laughlin

MEDFORD, OREGON, USA



FINDING RHYTHM

"Be genuine and be you. Your leadership skills and the way you teach are one of a kind. Stay true to yourself and always lead from the heart."—*Tara Laughlin*

As a mom of three boys and the wife of a firefighter, Tara has worked hard to find a rhythm to make building her business work. "With my husband's job comes a lot of sacrifice. He works strange hours and sometimes (during fire season) he can be gone for weeks or months at a time. We have finally found a rhythm to his schedule and how to fit mine in just right. It has been tricky, but I love what we have created." Tara compares this to a puzzle where you have to find where the pieces fit just right. "I'm supportive of him when his job calls, and he is supportive of me when mine does." Both Derrick and Tara are grateful to help people in their own unique and impactful ways.

Despite her passion for natural wellness through essential oils, when Tara began sharing, she had to tackle her fear of public speaking to move her business forward. "I had agreed to meet with a friend to talk about dōTERRA, and she was going to bring one or two ladies to learn, too," she remembers. "I was rattled about it. When she arrived at my house, there were almost 20 of them! As I began teaching, my fear was front and center. But as I shared my story, it was as if those cares just melted away." That day Tara realized that she didn't need to know all the answers, all she needed to do was share her heart. "Since then I've always led with that. It has changed everything for me."

Overcoming the myth that you have to know everything to start building has been key for Tara and her team. Rather than just telling them information, Tara takes a "let's learn together" approach to show how doable this business really is. Tara uses their questions as opportunities to direct her downline toward the materials that dōTERRA offers, that way they become self-sufficient in their own business-building journey. "Sharing from your heart makes it so simple and easy. People are drawn to that and want your help because they can feel that it's genuine."

Tara attributes much of her success to her consistency. "Being consistent is key. Life has its ups and downs but staying consistent is vital in this business. Remember, if you stop, things don't just stand still—they move backwards! And when you come back to it, you'll have so much more work to do to get yourself back on track." Tara insists that finding your flow and sticking with it will make you a better, more reliable leader for yourself and your team.

Images by Nakesha Morgan



LEAD BY EXAMPLE

Tara teaches her team to lead from their heart. "Teach from your heart," she advises. "Then your leaders will do the same. You are their example. They will lead people according to what they're led by."

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

dōTERRA
Social Media Academy:
Stop Wondering and Start Doing



The dōTERRA Social Media Academy is a 30-day course that gives you tools and insights to guide you through social media every step of the way. It'll tell you everything you need to know about using social media to take your business to the next level. Whether you're wondering how to improve your brand or how to set up a Facebook account, dōTERRA Social Media Academy can help you succeed.

Is this course for you?

- Have you been wanting to market your business on social media but felt afraid to try—or that you don't even know where to begin?
- Have you ever felt uncomfortable or overwhelmed with social media?
- Do you worry you'll say the wrong thing on your posts?
- Do you find yourself wishing you could create beautiful graphics for your business?
- Have you ever wondered whether your social media accounts are helping your business grow?

By the end of the 30 days, you'll have:

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- Discovered your social media voice.
- Built a strong brand with a beautiful logo.
- Created an effective schedule for your social media accounts.
- Designed original graphics for your business.
- Learned how to maximize the efficiency of your posts.

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Stefanie and Gabe Birrer

REXBURG, IDAHO, USA



A GLASS HALF FULL

"My dōTERRA journey isn't about me. It's about my team, who put their hearts and souls on the line. It's about my customers and future customers, who are looking for a better way of life. Relationships are the key to success—they're what this life and dōTERRA are all about. We're here together for a reason, and as we learn from, work with, forgive, and love each other, we will continue to move mountains together. I'm only here because of my faith-filled, powerful team."*—Stefanie Birrer*

Stefanie recalls being a teenager who just moved from Utah to Oklahoma and was struggling to make new friends. After a particularly difficult day, her dad came into her room with a glass of water and asked, "Stefanie, how much water is in this glass?" Stefanie said it looked like the glass was half full, to which her dad responded joyfully, "You're going to be okay!"

Stefanie thinks back on that day whenever she needs to remember the importance of positivity. She says, "How I see my dōTERRA® business is up to me. I can look for the struggle and problems or I can seek out the beauty and joy!"

Not only did Stefanie's experience with her dad teach her the importance of looking on the bright side of things, but it also showed her the impact of

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

believing in others. When her father believed that Stefanie was going to be okay, it empowered her to feel like she could truly conquer the challenges she faced. Stefanie feels the same way about her team members today. "As we encourage our team members to use their amazing talents, we become a mighty force for good! Believing in each other makes all the difference," she says. "Belief in others helps them believe in themselves."

Stefanie knows firsthand the strength that comes from believing in yourself and remaining positive amid struggle. She remembers during her early years of dōTERRA that she felt inadequate when she compared herself to other leaders. She shares, "In the beginning, feelings of failure and not being good enough were overwhelming. Comparison was my kryptonite. I realize now that what I needed in that moment was to stop and to recognize my own gifts. I had to look within and celebrate what I've accomplished and the precious relationships I've created, as well as celebrate others' gifts with my whole heart."

Now that she's discovered some of her own unique talents, Stefanie no longer feels despair when she runs into challenges in her business or when she sees others succeeding. She simply remembers the lesson her dad taught her earlier in life and focuses on the positive. She says, "No two people have the exact same path. Remember, we all came to Earth with certain talents and gifts, and when we're using those gifts, our hearts and lives are full of light. Focusing on the gifts we've all been blessed with helps us show up on a whole new level, with pure peace and confidence."

WORKING IN TANDEM

When Stefanie first started her business, she remembers, "Sadly, I wanted something just for me. My husband had his hobbies and his own business, and—out of selfishness—I didn't want him to have anything to do with my business. I didn't seek his advice, I didn't invite him to be a part of much of the building, and because of this I really lost out."

For those building a dōTERRA business as partners, Stefanie suggests keeping the following in mind:

1 Learn to work through the selfishness and the kinks.

2 Allow your partner to join forces with you teaching classes, putting in orders, and managing the back office with you. You'll be glad you did!

3 Remember that two sets of gifts and talents are much better than one.



Images by Kayla Canaan

NEW dōTERRA DIAMOND

Rainbeau Mars

VENICE, CALIFORNIA, USA

FINDING HER OWN WAY



"As I've grown in my business and as a person, I've learned that we can only succeed to the level that we believe we're worthy of. Every time I want to look outward for an answer or a reason why something hasn't gone my way, I know that if I look within myself that I can find a solution."—*Rainbeau Mars*

We're often told to lead by example when we want a team, group, or organization to be successful. Rainbeau takes this idea even further by putting herself in the shoes of her team members. She considers how they feel, what they're struggling with, and what they need from her. She says, "Empathy is one word that comes to mind when I think about how I've been able to lift and support struggling builders. To be effective leaders, we must lead by example and listen with empathy." After years of experience as a leader, Rainbeau has found that "people do what we do, not just what we tell them to do."

Rather than simply telling her team what to do, Rainbeau has led her team by example, working on herself first before giving her team correction or instruction. "As a leader, my commitment has always been toward my own personal work and development, and then I share those tools with my fellow builders," she says. "By doing the work myself and then sharing, I've been able to support and empower my team members."

As a creative thinker, Rainbeau admits that some of the administrative aspects of the business were a struggle for her, and she quickly became overwhelmed.

Instead of letting this hold her back, Rainbeau showed her team that, as a leader, she's willing to tackle her challenges head-on. She committed to learning how the back office works and even reached out to her team members for help getting organized. Looking back on the experience, she says, "I fought through that hurdle, and I now find the administrative side to be fun, grounding, humbling, and empowering."

Knowing what it's like to feel overwhelmed, Rainbeau never wants her team members to feel as if they're being swallowed up by business problems. She believes that one of the best ways

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DISCOVER YOUR WHY

For anybody who wants to succeed in his or her dōTERRA® business, Rainbeau suggests solidifying your Why. She says, "Find what stands out to you in this company and let it drive you. Take the time to find your unique voice, brand yourself, and figure out your own strengths and weaknesses. Stay close to your Why and let it drive you with force!"

Once you've found your Why, Rainbeau believes the next steps come naturally. With your Why at the center of your business, you're ready to extend your reach beyond dōTERRA and out into the rest of the world. Rainbeau shares, "You may think you're just one person out of seven million, but what if seven million people focused on providing the world with solutions? Then we'd have a ripple effect and could all be a part of the solution for the world, for ourselves, and for the generations to come."



to combat insecurities and weaknesses is to examine them up close. 'What's in the way, is the way' is something I often teach. When we look deep into those areas of weakness together, we can see which ones hold us back."

By helping her team members address their weaknesses while simultaneously addressing her own, Rainbeau has seen her team grow stronger. "As a team, we're only as strong as our weakest link. It's about what we're doing, and when I speak to my team members, I'm also speaking and coaching myself. It's allowed me to truly listen as a student and as a teacher."

Images by Shannon Laurine

Oksana Master

BROOKLYN, NEW YORK, USA

Walking the Path of the Heart

"In moments of despair, I always asked the universe to help me. I would take a break, rest, cry, and in my mind, I would feel like giving up. I would even tell myself I was quitting dōTERRA. But every time, something would happen, and the universe would show me that dōTERRA is what I should be doing. After a couple of days, I could not imagine my life without dōTERRA. Taking a break allows me time to clearly remember my Why."—*Oksana Master*

Oksana knows the importance of treasuring your own talents and abilities when it comes to building a successful business. When she first moved from Russia to America, she knew that she would need to rely heavily on networking to accomplish her goal of building her own business. After her introduction to dōTERRA, Oksana knew that the products and the business were the perfect fit for her. She recalls opening her first box of oils at home saying, "The puzzle finally fit perfectly together. I knew that this was exactly what I was looking for."

Oksana immediately began building her own dōTERRA business and would soon learn the value of honoring her own gifts. She admits, "When I first started, I would look at successful leaders and compare myself to them. Because I felt like I didn't have similar qualities, I was constantly running into dead ends and lost all hope of becoming successful." This was a discouraging time for Oksana, as she did her best to try and change herself to become like the successful leaders she knew. She looked at her upline, full of women who were organized and excelled when it came to structure and felt that she was falling short in these areas, and even worse, that she would never be successful because of these weaknesses.

Finally, Oksana experienced the breakthrough she needed. She remembers, "I finally understood that I was unique, that my strengths were in other areas, that I was different and special because of my own qualities." Once Oksana realized that she didn't need to be exactly like her upline to succeed, she truly came into her own where her business was concerned. "As soon as I accepted myself and allowed myself to be different, I reached new heights."

Having discovered the liberating feeling of using her own unique strengths to build her business, Oksana knew this was something she had to teach her downline. When discussing her own business methods, she says, "My main goal is to help each leader on my team find their own strengths and help them become successful." Oksana believes that the first step to discovering your own strengths and how to use them for your business is to establish your own Why.

Oksana's Why boils down to three mantras—follow your heart, enjoy the journey, and celebrate your success. Once she established these three points of focus, Oksana felt like she could use her talents and gifts to make them a reality. For anyone struggling with comparison, Oksana simply says, "Walk the path of your heart and follow it no matter what."

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Keeping Inspiration On Hand

When asked how she stays focused amidst the stresses of running her own business, Oksana shared that she wears three bracelets around her wrist with the following inscriptions:

- Follow your heart
- Enjoy the journey
- Celebrate your success

These three elements are what drive Oksana in her dōTERRA business. She says that the bracelets are a constant reminder to find joy and stay focused on what truly matters every day.

For those who might be struggling to remember their Why or find joy in the journey, Oksana suggests placing your mantras somewhere where they are easily visible throughout the day—in the same way that her bracelets remind her of her purpose every time she looks down at her wrist.

Image by Anna Mokka

Finding Strength in Adversity

As seasoned dōTERRA® Wellness Advocates, Teresita Ruiz and Raul Ortiz know what it takes to build a strong, thriving business. However, this has been put to the test, particularly over the last three years as their home of Puerto Rico has experienced several disasters and emergencies. Not only have these emergencies caused challenges for Teresita and Raul personally, but they've seen their team members struggle to continue amid extreme circumstances.

Living through such times hasn't been easy, but Teresita believes it's made her and her team stronger. She says, "We've faced challenges that threatened our lives and financial stability. From each event, we learned how important it is to work proactively to keep our organization prepared, plan ahead, and make sure everyone manages their own personal and family care as their first priority."





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Teresita Ruiz and Raul Ortiz

GUAYNABO, PUERTO RICO

Through the literal and figurative storms of the past few years, Teresita has made it her priority to stay strong for her team. She attributes her strength to her previous experiences in the aromatherapy industry, which gave her a fierce passion for her work. Teresita knew that building a dōTERRA business was her calling in life and simply couldn't give up on it, even when things got and stayed tough. She says, "Being part of the wellness industry is my life's calling—one I could never give up. I've achieved balance by never giving up and staying focused on my purpose, even in challenging situations. That is the motor that keeps me going."

Following Teresita and Raul's example of strength, their team has not only survived, but actually thrived. Their unique challenges have made them better business builders and leaders. "During even the worst situations, our team has been able to continue growing and has strengthened their business skills," Teresita says. As leaders, they've not only helped their team navigate each emergency in Puerto Rico, but they've also given their members the tools they need to help them prosper in their personal lives. "I believe that our team has become an amazing example for anyone who wants to learn more about our life-changing movement."

Whether you're in tranquil or turbulent times, Teresita has a few tips to help you build your dōTERRA business:

- **Use one digital platform to communicate with your team.** This will result in duplication.
- **Communicate directly with your team a couple times per week.** This will sustain projections on an individual level.
- **Share leadership responsibilities with your frontline and have them take responsibility for educating other team members.** This will help them feel valued and allow them to be a role model for someone else.

"The value of each team member—their uniqueness, their diversity of ideas and backgrounds, and their willingness to teach and learn from each other—increases your team's reach and achievements."—*Teresita Ruiz*

Images by Ivana Photography

Carolyn Anderson

RENFREW, PENNSYLVANIA, USA



ENJOY THE JOURNEY

"The dōTERRA® journey," Carolyn says, "is one of personal growth, learning, and releasing." Like many, when Carolyn was first introduced to dōTERRA and essential oils, she was in a low place in life. As she used the oils and supplements, felt better overall, and began connecting with a community of health-minded and interesting people, she realized that there was more she wanted to do. "Throughout my life, I've always looked for natural solutions. I also knew that punching a clock wasn't what I wanted to do. I wanted to be my own boss and have more control. I love meeting new people, traveling, and being proactive about health. Choosing dōTERRA as a business has enabled me to do the things I love."

Carolyn has found great success by focusing on serving and loving her team members individually. She loves this quote by John Maxwell: "People don't care how much you know until they know how much you care."

Image by Mel Rogers Photography

"If you quit, you don't get to cross the finish line or take in the beautiful vista at the top of the mountain. Keep going. We don't know what we're capable of until we give it our all."
—Carolyn Anderson

Carolyn says, "I'm still learning. I try to lead by example, serve, and support my team members. I fail and I get some things right. I'm honest with my team—no pretense. I don't consider myself above them. We're all rowing together."

Another aspect of building that has influenced Carolyn as a leader is the importance of mentorship. She says, "When you get a builder, you get a gift! Stay in contact regularly, serve and help him or her, and build the relationship." Nurturing and encouraging builders is incredibly important to Carolyn. "I want my builders to achieve their goals sooner rather than later. The best advice I can give is to find team members or cross lines to share the journey with and to have a weekly mentor call with your upline. These were game-changers for me."

Of course, building a business takes time and tenacity. Carolyn shares, "Take the time to map out where you want to go and how you want to get there and when. Then break it down and do it. Just like a road trip, expect delays or roadblocks and trust that they serve a purpose. Enjoy the journey! Getting in the right mindset has made all the difference to me. It helps me relax more, so I feel better, think better, and make better decisions."



TO THE STRESSED-OUT WELLNESS ADVOCATE

Carolyn says, "I always tell my team that I don't want us to be stressed-out Wellness Advocates. I've been one, and it doesn't work!" Her advice to avoid being stressed out?

1. Make a weekly schedule of when you're going to work and when you aren't going to work. When will you work your business? You have the freedom of choosing your hours, but you need to know when you are going to work.
2. Ensure spending time with friends and family is a priority, as well as practicing self-care.
3. Whether you're doing the business full-time or part-time, give it 100 percent effort. You'll surprise yourself on how much you get done in a shorter amount of time when you're fully focused.

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Carolina Uribe

PERRYSBURG, OHIO, USA

Finding Strength

Through her experience building her dōTERRA® business, Carolina has realized anyone can find success. "I believe every human being has a unique capability to impact this world in a positive way." She understands that real growth can happen when you stop comparing your progress to others and focus on your unique strengths.

While growing her business, Carolina discovered that one of her strengths is connecting with others through social media. Most of her business is in Columbia, her home country, even though she doesn't currently live there. While living in the US, she is one of dōTERRA's Colombia Founders. She's been able to find success there through sharing more than just information about essential oils online. She uses her social media to make genuine connections with others by sharing her lifestyle, family life, and passions. It's through her authentic social media strategy that Carolina has built relationships with people around the world.

Additionally, when someone reaches out to her and decides to join her team, she goes the extra mile to make him or her a part of the community:



Images by JEM Photography

"BE YOU. BE REAL. BE HUMBLE. NEVER COMPROMISE ON BEING AUTHENTIC."

—Carolina Uribe

"I try to make everyone feel at home. I try to be less of a business coach and more of a friend. I listen to others and help them maximize their talents." And when they get discouraged, she reminds them to "focus on their strengths instead of their weaknesses." Through her efforts to make real connections on social media, Carolina has been able to build a global dōTERRA community. "We're one big community of coworkers, friends, and family."



Carolina learned just how valuable community can be when she was struggling herself. At the rank of Gold, she felt she didn't have the organization she needed to continue building her business. Her work and family life with four children, three under ten, felt off balance too, which made Carolina feel guilty and overwhelmed. At one point, she considered quitting, but instead she stepped back and analyzed what was causing that feeling. Carolina restructured her plans, prioritized her objectives, and created an effective schedule. Since then, she's found the balance and growth she was looking for. "I'm more organized, and now have time for my business, my children, my family, my friends, and myself."

Carolina understands what it's like to face challenges as you try reaching for your goals. But when you recognize your potential and take the time to develop your strengths, great things can happen. She believes that as you focus on your unique contributions and use your talents to help others, you'll find true success and make the world a better place.

CAROLINA'S SEVEN TIPS FOR SUCCESS

When it comes to building a business, everyone encounters struggles and roadblocks. Sometimes, it can be hard to know what to focus on and how to move forward. Carolina offers these tips to help Wellness Advocates find success on their journeys:

1. **Take the time to organize and prioritize your day.** Separate the urgent and important from the nice to do and develop the appropriate plans.
2. **Listen to all your leaders to understand their goals and ambitions.** Don't build beneath them before talking to them.
3. **Be close to your team.** Let them know you're there to support them and that they can come to you for help.
4. **Focus on the steps you should take to reach your goals, and even more importantly the steps you should avoid.** It is better to do a few things very well than many average.
5. **Make the ones you care about a part of your agenda.** Remember, what's the point of being successful if you don't have loved ones around you to enjoy it?
6. **Be passionate about and fall in love with the products before building.** When people can feel your passion, it makes a huge difference.
7. **Always bring a positive attitude to any challenge.** You cannot control most things that happen to you, but you can control how to react to them.

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Samantha Huddleston

PINEHURST, NORTH CAROLINA, USA

WITH MY OWN TWO HANDS

"My most important work is teaching my children and the next generation that there is a more natural way to take care of themselves."

—Samantha Huddleston

As an Army wife, Samantha is used to moving around. Since starting her dōTERRA business in 2013, her family has lived in seven different states. While many would see this as a roadblock, Samantha sees it as an opportunity. "I have met so many more people moving around the country. I am also able to do a majority of my business online. The oils have brought so much into my life through the power of social media."

New builders and customers are drawn to Samantha's team because of her and her team's "no pressure" approach. "I have noticed that others, as well as myself, sometimes feel not capable of doing this work because it's not considered a 'normal' career path. You have to meet people where they are and help them achieve what they are willing to do. It is also important to be there as their cheerleader to keep pushing them forward." Samantha celebrates every success whether it be enrolling their first person, making a bonus, or reaching any rank. "Every member of my team has value!"

On her road to success, Samantha admits that she has had to do a lot of work and learning to get where she is today. Samantha has a gift for going all in and it is her nature to care deeply about people and their successes. While these are positive strengths, it has been a process of trial and error to find balance. "I was trying to make sure everyone was taken care of, which is normally a good thing, but I was burning myself out trying to please everyone. I learned I needed to be more protective with my time for the sake of my sanity and my family." Over time, Samantha has learned to set boundaries. Samantha recommends time blocking, taking breaks, and remembering that it's okay to not respond to everyone immediately.

A song by Ben Harper that inspires Samantha's day-to-day says, "I can change the world with my own two hands, make a better place with my own two hands, make a kinder place with my own two hands." Her dōTERRA business plays a huge role in her ability to make the world a better place. "Keep planting seeds and letting people experience our oils that can change their lives," she says. "Essential oils can pull us back to the present moment, which is very powerful in this day and age."

Samantha's Tips for Success

Show people love with the oils and your time. Give back and make people smile.

This is a lifestyle. Walk the walk. Don't expect others to walk the walk if you aren't. Lead by example.

Keep planting seeds! Even the biggest skeptics can always come around.

You can build this business however you want. Online, in person, or a mix of both. You just have to be consistent.

Encourage everyone, even if they make the smallest growth. Every step forward matters. You have to crawl before you can walk.

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Images by Sol Y Luna Photography





IT TAKES A TEAM

Images by Lily Marie Photography LLC

Julie Barron

IOWA CITY, IOWA, USA

"What I've realized over the years is that when we truly care for each other and pour into the success of everyone involved, we all win." *—Julie Barron*

Julie believes strongly that what her team accomplishes together has made all the difference in her dōTERRA® journey. She strives to make her team a community, where collaboration and support are key. Her team members teach classes together, cheer each other on, and share resources. In many ways, they've become more than business partners; they've formed deep friendships.

Julie feels this level of trust comes from their shared expectations. "We started out with the expectation of this being heart-centered work. We knew we all thrived when we worked together, when we were taken care of, and when we shared intimately with one another." Ultimately, Julie's genuine investment in her team members has helped her build to where she is today.

But it hasn't always been an easy journey. Julie knows the disappointment that comes when building your team doesn't go as planned. "So often we lose faith when people step away from their business, and it impacts ours. We often second-guess and blame ourselves, which can cause us to shut down." Julie has learned from experience that it's better to be patient with yourself. Focusing on what's working and putting your efforts behind that, will help you find your way. "Your positivity is contagious. And when you get your energy right, you'll find amazing solutions pop up where you least expect them."

She experienced this firsthand just four years into building her dōTERRA business. Julie was 20 weeks pregnant and working towards Platinum when she discovered she had renal cell carcinoma. After taking some time to reflect, Julie realized that she could either view this as a challenge or a unique opportunity. With the loving support of her dōTERRA team, Julie focused on the positive, and continued moving forward. Two weeks after surgery, she celebrated with her team at convention. "I knew seeing my people was exactly what I needed to fill my cup back up. It was the sweetest celebration, full of so many hugs and tears. Two months after that, we hit Platinum together. And two months after that—with a tiny healthy baby—we hit Diamond."

Julie believes that when you invest in your team members and believe in yourself, anything is possible. "Don't let anyone tell you you're too tired or too busy for your dreams. If they light you up, nothing can stand in your way."

FOCUS ON YOUR ENERGY

Julie understands the importance of one's energy. "Your energy announces you before you enter the room. If you can keep that in perspective, your business will thrive—and you will too. When we maintain an energy of positivity, joy, growth, and abundance, everything around us expands with it. When we feel small, afraid, and unsure, we allow scarcity to run the show. Celebrate the success of others and know that your success is coming, too."

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Hannah Haller

SAN DIEGO, CALIFORNIA, USA

One Step at a Time

"If you know in your heart that you're on the right path, people will resonate with that and be inspired to join your cause."

—Hannah Haller



Anyone who knows Hannah knows she is energetic, passionate, and constantly evolving—all skills which have helped her dōTERRA business thrive. "We are all uniquely individual," she says. "Capitalizing on what makes me different is a way I am able to connect with my audience." Hannah believes that having confidence in what you are doing is key. "Standing in your power is so important in a business like this! If I'd backed down when I first began putting my new business endeavor out there, I wouldn't have gotten anywhere. People cling to doubt unfortunately and aim to bring you down with them if you seem unsure. Educate yourself so that you have your answers and are connected to your Why. When you are, those same people will come around asking to join your movement. Looking back, I can clearly see my mistakes and successes as the stepping stones to my own progression."

Hannah knows that with the successes inevitably come hardships. "After a tremendous year of climbing ranks and winning prize after prize I was not prepared for the downfall come the

Images by Sean Pozin

APPRECIATE WHERE YOU ARE

"Every month we are faced with the challenge of whether to push forward to the next rank or be happy with where we are. I'm always happy to appreciate where I am and allow what is meant to be, be. I think it can be easy to become attached to ranks and goals in this business, but I prefer to allow the health of my team to override my desire to hold on or push forward if everyone is not entirely onboard."

next January. Things got hard, my team fell, and I took that to heart. Ultimately, I had to look myself in the mirror and ask myself if I was the type of leader that quits when things get hard; I already knew the answer to that. I've learned so much in such a short time and I told myself at the beginning that if my team was to crumble tomorrow, I would still be thankful for this opportunity I have had to learn and grow and develop my leadership skills."

Like many others, there have been times where Hannah has fallen into the pattern of helping those that may not prioritize dōTERRA or see her vision. "I've chosen to build differently than I've been advised, rewarding those that I see trying their hardest, whether their work has been acknowledged through generating enrollments or not," she says. "I'm happy to support builders I see doing their work, builders I know see the value in helping people through plant science, regardless of whether they hold a qualifying leg for me or not. I'm happy to hold off on rank advancing, knowing I have true teammates at my side."



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INTRODUCING THE dōTERRA® Business Building —GUIDE—



"Use the guide as a general roadmap, but also a library where you can tap into different resources for your success. Study a particular section and enhance your capacity! It is our pleasure to link arms with you to help you achieve your dreams."
—Laura Jacobs



Full of fresh ideas from top Presidential Diamond leaders, the new Business Building Guide was written for potential builders, new builders, and existing builders. This amazing resource can help you take your business to the next level or help you to tweak your approach if you get stuck. The thorough and thoughtful content inside shows you a systematic approach to building a successful dōTERRA business, while still leaving room to let your unique qualities shine through.

Join the thousands of business builders already using this guide!

Jessyca Bilodeau et Martin Giroux

QUÉBEC (QUÉBEC), CANADA

GRANDIR AVEC CONFIANCE

Le lancement d'une entreprise dōTERRA était un projet de couple pour Jessyca et Martin. « Le travail d'équipe a une valeur inestimable à mes yeux, affirme Jessyca. Martin est mon pilier; il m'aide à rester concentrée sur mes objectifs pour ne pas être impulsive ou prendre des décisions en fonction de mes émotions. Il a beaucoup d'expérience en gestion des affaires et des ressources humaines, alors il me rappelle toujours ce dont notre équipe a besoin. Je comprends que ce n'est pas possible pour tout le monde, mais si vous le pouvez, demandez le soutien de votre conjoint et de votre famille dès le début pour vous assurer qu'ils comprennent vos objectifs et vous aident à les atteindre. »

Malgré le bonheur qu'éprouve Jessyca à gérer son entreprise, il y a eu des moments où elle a voulu abandonner. « Si c'était facile de transformer sa vie et d'atteindre la liberté financière, tout le monde le ferait! », dit-elle en riant. « Avec du recul, je vois que ça a été des périodes de transformation pour moi. J'ai dû laisser aller les croyances et les barrières qui m'empêchaient de vivre plus librement. Chaque fois que je me sens dépassée, je me répète qu'un arbre ne pose pas des centaines de questions quand il grandit et pousse vers le ciel. L'arbre grandit lentement et change chaque saison, sans jamais se questionner sur sa croissance ou sa chute. C'est simplement le temps qui lui permet de devenir grand et majestueux. Nous sommes comme cet arbre et nous grandirons, lentement et avec confiance, malgré les tempêtes. »

Jessyca croit fermement qu'elle doit donner à chacun de ses bâtisseurs la



Scan here to read in English

Images by Jessika Robitaille

« Maintenez une vision constante. Chaque jour de votre parcours compte. Chaque petit pas est important. Voyez grand et visez haut! »—*Jessyca Bilodeau*

chance de créer son propre succès. « Encouragez-les à vivre leur propre réussite et non la vôtre », conseille-t-elle. Lorsqu'on lui a demandé si elle changerait quelque chose à son parcours, elle a répondu : « Je me dirais de faire confiance. Vous avez choisi vos partenaires d'affaires et ils réussiront à leur façon, selon leur vision. N'ayez pas peur, donnez-leur seulement l'espace nécessaire pour réussir. Permettez-leur de briller en les inspirant à réaliser leurs rêves, et non en faisant tout à leur place. »

C'est en se concentrant sur les réussites des autres et en créant un bel esprit d'équipe que Jessyca et Martin ont réussi à s'épanouir dans leur travail. « Ce n'est pas seulement votre parcours qui compte, dit-elle. Les gens ne se souviendront pas du rang que vous avez atteint, mais ils se rappelleront les changements que vous avez inspirés dans leur vie et combien ils aimaient travailler avec vous. Encouragez le travail d'équipe et créez un sentiment d'appartenance et d'entraide au sein de vos équipes. Aidez vos membres à surmonter les obstacles qui les séparent de la réussite. Soyez inspirant et rappelez-vous que si vous faites bien votre travail, vous lirez un jour leur histoire dans le magazine *Leadership*. »



LES CONSEILS DE JESSYCA POUR DÉVELOPPER UNE ÉQUIPE SOLIDE

Ne donnez pas à vos bâtisseurs le soutien que vous aimeriez recevoir. Offrez-leur plutôt le soutien dont ils ont réellement besoin.

Prenez le temps de comprendre leur vision, puis aidez-les à découvrir leurs forces.

Respectez les forces de chacun d'eux et donnez-leur le temps et le soutien nécessaire pour trouver leurs propres solutions.

Lâchez prise, soyez à l'écoute et donnez le meilleur de vous-même. Vos bâtisseurs sauront qu'ils peuvent toujours compter sur vous et cette relation de confiance vous permettra d'aller loin ensemble.

* Résultats non typiques. Les gains moyens sont inférieurs. Voir le résumé de la divulgation des opportunités et des revenus de dōTERRA sur doterra.

Tammy Braye

NOKOMIS, ILLINOIS, USA

Do the Hard Thing

No success story is free of challenges, and Tammy's dōTERRA® story is no different. Since she began, Tammy has supported struggling builders, pushed herself to learn new skills, and worked through personal challenges in her own life. It hasn't been easy. But she's found success through choosing to do the hard thing to better herself and her team. She does this through consistently challenging herself to grow and be better.

For Tammy, prioritizing team members is an important part of being a leader. When times have gotten tough, Tammy has done everything possible to support her team. In the past, that's meant stepping up when a builder was experiencing health challenges or motivating teammates who have become discouraged. Tammy has found that one of the best ways to support struggling team members is to relate to how they're feeling. "I remember what it felt like to be stuck, and I take responsibility for helping guide builders to regain their passion." By drawing on her own experiences, Tammy inspires and leads her team from a place of empathy and strength.

Tammy has also chosen to do the hard thing when it comes to personal growth. As she was progressing, Tammy realized there were aspects of the business she was avoiding because they were outside of her comfort zone—something many people struggle with. A common example Tammy gives is the fear of using technology to share her business.

Trying new things in order to grow can be daunting and intimidating. But Tammy believes that, with some patience and determination, you can reach any goal you set your mind to. "If I can do it, anyone can!" She's learned to embrace the opportunity to master new skills. "A tip I'd offer is to stay active in your quest. I've found that the best way to do that is to challenge yourself. Set your mind to learn to do the things you have avoided." Tammy feels that her team continues to inspire her to become a better leader. "Now that my team depends on me more and more, I see myself rising to work harder and more diligently."

Tammy has come a long way on her dōTERRA journey. By choosing to do the hard things, whether that's meant supporting struggling team members or pushing herself outside of her comfort zone, she's been able to find happiness and purpose in her dōTERRA business. "Learning to wisely invest in my business has been a joy!" She looks forward to new opportunities to learn and grow.

THE IMPORTANCE OF FOLLOWING UP

Looking back on her journey growing her dōTERRA business, Tammy wishes she'd realized earlier the importance of following up with her contacts. She knows from experience that following up can be an intimidating part of finding customers. In the early stages of building her business, Tammy struggled with confidently reaching out and keeping track of prospective customers. She describes it as a block she had difficulty getting past.

But Tammy soon discovered it just took practice stepping out of your comfort zone. "If I could go back, I'd tell myself to stop believing the subconscious fears that paralyzed me." As she's gained experience, Tammy has learned just how critical following up is when finding new leads. "Follow up is actually as important as making contacts." Tammy now takes a more organized approach to developing new leads. She gives confident customer service and brings her customers and builders into a system of support. Tammy encourages others to push past their fears and recognize that they're giving potential leads the support and encouragement they need to reach their goals.

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







"I would say I'm a work in progress. Quitting isn't an option, though. Even on the worst days, I don't think of it. This has been the most rewarding job I've ever had."—*Tammy Braye*

Images by Mary Katlin Photography

Ashley Daige

LEICESTER, MASSACHUSETTS, USA

KEEP YOUR EYE ON THE GOAL

Prior to discovering dōTERRA, Ashley was working in the corporate world. It began wearing on her and she was encouraged to seek out natural solutions. In 2013, Ashley met Marcy Snodgrass who introduced her to the natural solutions she was looking for, including dōTERRA's essential oils. Ashley naturally developed a passion for sharing the "Gift of the Earth." "I'm incredibly grateful to have found such powerful solutions that work, and desired to help others know there are natural options for managing their day to day struggles."

When Ashley realized she could gain financial success with dōTERRA's business opportunity, she set her eye on Diamond. As a single mother with more bills than income, she had hit her financial breaking point, but her faith kept her going. She was determined to prove she could reach her goals and help others along the way. "I received criticism from family members for leaving my 'secure' job, so I felt I couldn't ask my family for help despite having a young child to feed." It was only a few months later she started getting her Power of 3 Bonus, which was the turning point for Ashley.

"This business has changed my life for the better in so many ways. In the beginning people didn't think I could make this work, and I had a lot of discouraging voices around me." However, these struggles have helped Ashley gain perspective and experience that she uses to help others going through similar things. "I've learned so much about running a business and financial literacy. Helping people find solutions brings me so much fulfillment. The financial control is an added bonus! dōTERRA is so much more rewarding than any other job I've had—I truly believe if I can do this, anybody can."

Despite her circumstances, Ashley has never considered quitting. "We really need to understand the value of what we have here. We all have gifts and the more we tap into them, the more success we will find. It was because of my mentor's belief in me and our weekly mentor calls," she remembers. "When I was behind on my rent, I was still doing my LRP because I knew it was investing in my future and that was not something I was going to give up on."* For anyone struggling, Ashley suggests they evaluate their mindset. "If we focus on what could go wrong or what's not going right, then we are energizing those things. They say worrying is praying for what we don't want. When there were people telling me I couldn't do it, I used it to fuel my determination to prove them wrong."

For Ashley, it doesn't matter how high she ranks, she will never stop sharing the oils. "These oils have helped me so much with my overall health. I know there are so many people out there who are struggling. Many people are miserable in their jobs and they aren't able to share their own gifts because they are staying in a job out of fear.* It's the oils that really drive me to keep going. Beyond that, there is such an amazing opportunity for people to find financial control and to be able to live in alignment with their divine purpose."





"'Obstacles are things we see when we take our eyes off the goal.' is a quote from a fortune cookie that's always stuck with me. We can choose to focus on why building a business with dōTERRA wouldn't work, or we can focus on what we need to do to make it happen. Mindset is everything!" *—Ashley Daige*

THIS BUSINESS IS FOR ANYONE

Ashley offers the dōTERRA business opportunity to just about everyone. "This business can work for anyone who has the passion for helping others," she says. Ashley often compares dōTERRA to a buffet. "People have the misconception that if they get a wholesale membership that they need to order monthly or become a distributor. I was a customer for about seven or eight months before I got into the business. I love that we get to decide what we put on our plates. Our job is to educate people on what's available to them, so they have the freedom to decide what they want to put on their plate. If someone finds it easy to share these products, it's important for them to know they can get their oils paid for, or even create additional income. How do we know who'd be interested if we never ask? I wouldn't be where I am today if someone hadn't educated me on my options."

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

Images by Jillian Rollins Photography

Kari Davis

NAPLES, FLORIDA, USA

Rise Up

Those who know and work with Kari describe her as a fighter. Since starting her dōTERRA® business in 2013, Kari has run into some major roadblocks. In 2015—just three weeks after hitting Silver—her husband passed away. "This was such a hard time as my kids were so young," she remembers. Thanks to the nature of her work and her team, Kari was able to take time to grieve and focus on her family.* "I think this strengthened my leaders to see that I hit Gold while still taking time for myself.* In those next few years of being a single mom before I met my husband, Bobby, teaching the power of repeat income was so faith-strengthening for us all to experience. Your dōTERRA business can grow and thrive. The power is in the essential oils and in your story!"

Despite these difficulties, Kari never once considered quitting her dōTERRA business. "I love it too much!" she explains. "I love that I can travel when I want, take days off to spend time with friends or family, and change up my time-blocking schedule every season."

When things get tough, Kari's biggest piece of advice is to not give up. She encourages doing IPAs (income-producing activities) every day, no matter how overwhelming they might seem. "Even when a leg falls apart or a leader doesn't deliver on promises, you can always fill in holes and keep going." Kari balances her family of seven and her business by applying this advice.

Kari and her team are passionate about helping women see themselves not as they are, but rather as they can become. "I think one of the most difficult parts of



Images by Kathleen D Photography



building a dōTERRA business is overcoming your limiting beliefs. I work with my leaders so they can see their potential to grow their businesses in a way that's unique to them. When we dig into our Why and start to dream, we see our strengths, and that's when we soar."

When Kari graduated with her degree in education, she never imagined that a continual income potential would be possible in her future. Now, thanks to her dōTERRA business, Kari can be home with her kids and do what she loves and is passionate about. "People don't dream big enough. This work is faith-strengthening and can fulfill our most amazing dreams!"

"This world needs essential oils, and the people in your life need you to get them into their hands."—*Kari Davis*

FINDING HER VOICE

Kari understands the importance of speaking, teaching, and leading in her own way. "Early on in my business, I made a terrible mistake: I started mimicking what I saw other leaders doing and didn't use my unique strengths and leadership voice. When I remembered my passion for teaching and helping guide others to find their unique voices, I not only was re-energized, but I also hit Diamond!"

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

Marie-Michèle Delisle

SAINT-LAMBERT (QUÉBEC), CANADA

SUIVEZ VOTRE INTUITION

Tous les membres de l'équipe de Marie-Michèle savent qu'elle accorde la priorité à ses bâtisseurs. Ses relations d'affaires sont extrêmement importantes et elle sait que le mentorat permet de bâtir une équipe solide qui maîtrise les éléments clés d'une entreprise dōTERRA fructueuse. « Je crois qu'avoir de bonnes intentions est la seule façon de vraiment aider vos bâtisseurs, dit-elle. J'ai eu la chance d'être témoin du succès de plusieurs membres de mon équipe. C'est ma plus grande victoire! Le fait de voir des femmes s'épanouir, gagner de la confiance et atteindre leurs objectifs personnels est le plus beau des cadeaux. »

Marie-Michèle reconnaît que le mentorat varie d'une personne à l'autre et qu'il doit répondre aux besoins de chacun. « Avec certaines personnes, le mentorat permet d'étudier le point de vue commercial et stratégique. Avec d'autres, il s'agit d'aborder les croyances qui freinent leur croissance. » Elle se souvient d'un moment où elle a simplement dû ouvrir son cœur et faire comprendre à l'autre personne qu'elle et son équipe seraient là, peu importe la situation. « Il n'y a pas de méthode ou de réponse magiques. Demeurez attentif aux besoins de votre équipe afin de tisser un lien de confiance solide. »

Pendant longtemps, le plus grand défi de Marie-Michèle était de croire en elle-même. « Je ne me voyais pas du tout comme une leader! La beauté de la chose, c'est que j'ai appris, à mon rythme, à élargir ma zone de confort et à améliorer mon estime personnelle. » C'est en affrontant cette croyance limitante que Marie-Michèle a réussi à prospérer. « Rappelez-vous que le seul contrôle que vous avez est la



Images by Mo Studio Photographie

façon dont vous réagissez aux événements. Il est impossible de plaire à tout le monde. J'ai appris que c'est beaucoup plus important de rester moi-même. Avec le temps, je suis tombée amoureuse du voyage plutôt que de la destination. J'ai compris que chaque obstacle avait sa raison d'être et était là pour me faire grandir. »

Un autre obstacle que Marie-Michèle a dû surmonter est sa quête d'une vie équilibrée. « Avec mes années d'expérience, je suis devenue la reine de l'externalisation. Je délègue tout ce qui n'est pas essentiel pour ma famille ou mes activités à revenus. En choisissant judicieusement les choses auxquelles elle consacre son temps, elle a constaté qu'elle est beaucoup plus présente et concentrée. « Faites confiance au processus, conseille-t-elle. Il pourrait être long et difficile. Mais soyez patient et concentrez-vous sur les gestes quotidiens qui feront progresser votre entreprise. Le succès repose sur nos habitudes quotidiennes et notre assiduité! Tombez amoureux de ce que le voyage vous offre. »



Lâcher prise

Depuis la création de son entreprise, Marie-Michèle a compris que lâcher prise sur certaines choses l'aide à atteindre un équilibre et une harmonie. Voici ses conseils :

- **Vous n'avez pas besoin de tout savoir.** Comme beaucoup d'autres, Marie-Michèle avait l'impression qu'elle devait tout connaître avant de pouvoir en parler, mais ce n'est pas vrai! Commencez où vous êtes.
- **Oubliez la perfection.** Marie-Michèle se demande maintenant : « Est-ce que c'est acceptable? » Si elle juge qu'un projet est bon à 80 %, elle peut en faire part.
- **Lâchez prise pour ce que vous ne pouvez pas contrôler.** Demandez-vous : « Est-ce que j'ai le contrôle sur cette situation? » Si ce n'est pas le cas, accordez votre temps et votre énergie ailleurs, sur quelque chose que vous pouvez contrôler.
- **Ignorez le jugement des autres.** Depuis qu'elle a appris à lâcher prise, Marie-Michèle est soulagée et davantage en paix. Elle est reconnaissante parce qu'elle a pu clarifier ses raisons de bâtir de son entreprise et en a profité pour travailler sur elle-même.



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Tiffany Momberger

HOUSTON, TEXAS, USA

Worth It

"It's time to flip the script. You are the author of your story. Pick up the pen and make it a good read."—*Tiffany Momberger*

"There's this thing that happens when you have a core belief," explains Tiffany. "It guides your thoughts, which guide your emotions, and then your emotions lead you to act in certain ways. Afterward, you get results."

When she began building her dōTERRA® business, Tiffany leaned on her belief—both in herself and in the opportunity. In the early days of her dōTERRA business, she was working full-time as a teacher, and then teaching classes on nights and weekends. "I used to worry that I was taking time away from my daughter. I'd drag her to every class, and she'd sit in the back and draw pictures, do homework, or listen."

It was difficult, but Tiffany learned a valuable lesson. "When we build a business with dōTERRA, we're building a legacy that has the potential to give control to our family finances for generations. Generations. Think about that." The time Tiffany put in at the beginning means she has more time now than ever before. Plus, "My daughter calls me her hero. She saw firsthand what we built, and my hope is that, by watching me, she'll know she can also do whatever she sets her mind to."

When Tiffany first began building her business, her Why was her daughter. Now, that vision has evolved. "I'm completely committed to doing everything I can to help my teammates





Images by Rachel Fontenot

CATCH THE VISION

One of Tiffany's keys to building her business has been a clear vision, which begins with writing down a vision statement. If you've never written one before, here are a few ideas to get you started.

1. Think of your life in terms of categories—physical well-being, personal development, relationships, finances, business, and so on—and write down four or five things in each category that you want so badly you can taste it.

2. Write them as if they've already happened and you're grateful for them. The idea is you're imagining what you want, but you're speaking it into the world as if you already have it. Here are some examples:

"I'm so grateful that I'm a dōTERRA magnet and that people are coming out of the woodwork every day to join my team."

"My team is full of happy, healthy, ambitious, and life-giving people who want to share their gifts with the world."

3. Visualize it and try to feel the emotions. Picture that vision and focus in on what you want to create.

4. If you have a hard time dreaming big, pick a small dream. Work toward that. When you achieve it, you'll find that you can start to see a path. Your belief in yourself and hope for the future will grow. And you'll be able to dream again.

achieve their dreams. For most of them, I know exactly what those dreams are, and I'm linking arms with them daily as we work toward those dreams. They know I have their backs. I've failed if I'm the only one on our team who achieves her goal."

It can be easy to imagine that successful people had simple or straightforward paths. Tiffany is quick to set the record straight. "Many times in my dōTERRA business, I've wanted to throw in the towel—when things weren't moving as quickly as I wanted them to, when things got more complicated than I had anticipated, when I was fighting an eroding belief," she recalls. "Let me assure you, there'll be days in this business where you want to quit. You wouldn't be a business owner if you didn't! But I'm also here to assure you that quitting isn't the answer, because right around the bend there's a miracle waiting to happen, and it's got your name on it."

When she reflects on her journey, Tiffany acknowledges that it was one of the hardest but best things she's ever done. "No one ever said growing this business was easy. But think about all the best things in life, the things that make you feel alive and fill your existence with meaning. They're all hard. And so worth it. This is, too. Keep going."



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

dōTERRA®

WELLNESS ADVOCATE *Recognition*

TRIPLE DIAMONDS



PATRICK & ALLYSE SEDIVY

DOUBLE PRESIDENTIAL DIAMONDS



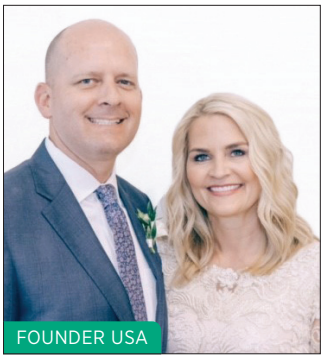
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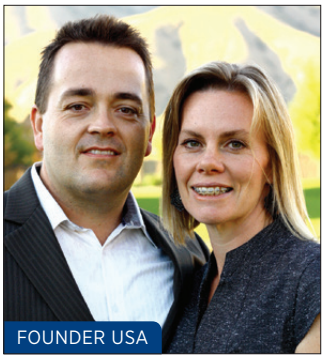
DOUBLE BLUE DIAMONDS



ELENA BROWER



ANDY & NATALIE GODDARD



JUSTIN & KERIANN HARRISON



JERRY & LAURA JACOBS

DOUBLE DIAMONDS



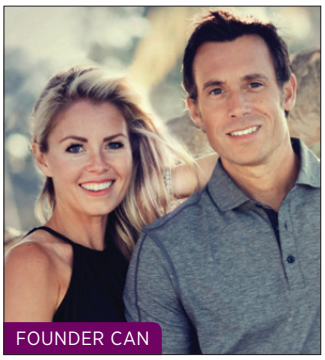
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PAUL & BETSY HOLMES



ERIC & ANDREA LARSEN



ANGE & CHRIS PETERS



KACIE VAUDREY &
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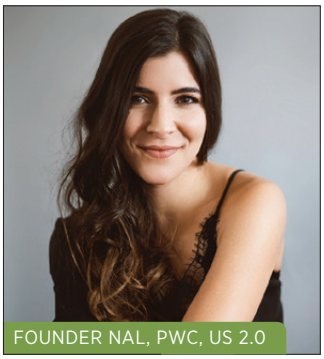
SUN ZHONG & XI FUCHUN

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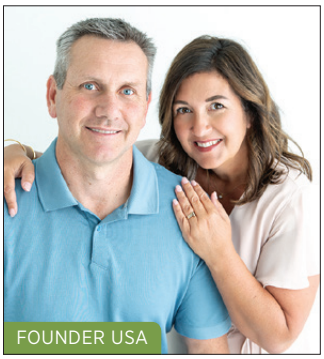


PAUL & DELMAR AHLSTROM


MATT & KELLY ANDERSON



CRISTINA BADELL



CHRIS & KAREENA BRACKEN



JAMES & ROXANE BYBEE

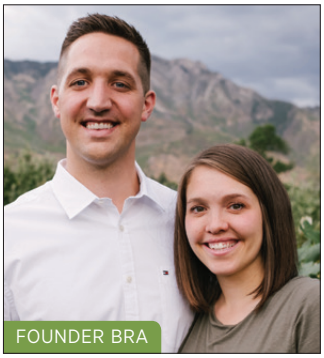

STEVE & GINNA CROSS


MOLLY DAYTON


CHRISTIAN OVERTON & MARK EWEN


JEFF & JEN FREY

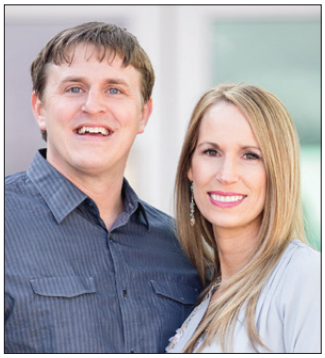

LI & LANCE FRYLING



MATTHEW & SEANTAY HALL HALL



ROGER & TERESA HARDING


JOHN & MELYNA HARRISON

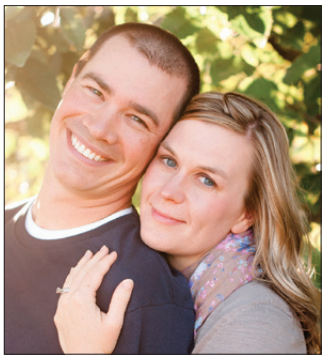

LORI & JOE HAYES


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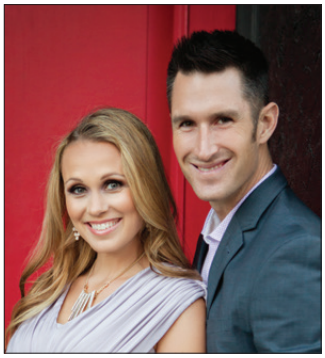

CLAY & JESSICA IDDINGS


MATT & SARA JANSSEN


JOSH & SEASON JOHNSON


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MATT & BAILEY KING

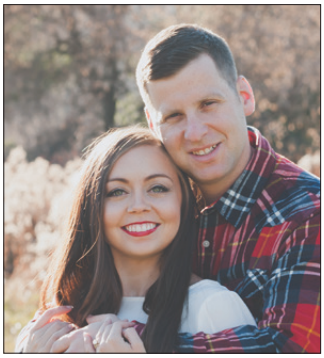

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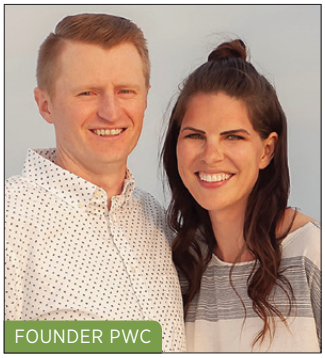

JOSH & KEELI MARTINEZ


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STEVE & KIMBERLEY MILOUSIS

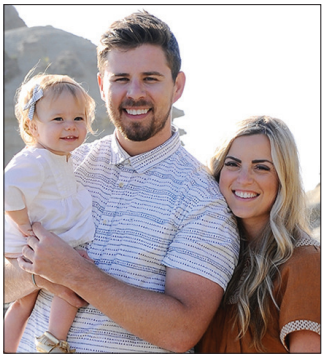

NATE & DANA MOORE


KC & JESSICA MOULTRIE

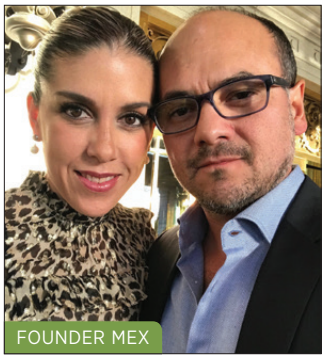

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RICHARD & JENNIFER OLDHAM


ERIC & KRISTEN PARDUE


JENNA & ANDREW RAMMELL

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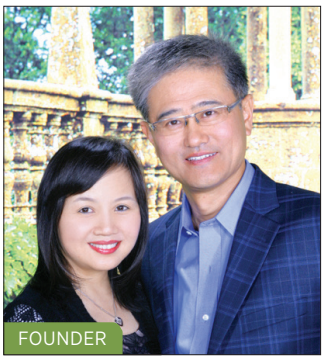
DANIELA & FERNANDO ROMAY


GARY & KARINA SAMMONS


RYAN & DANI SMITH


LAURA STOKER


BETTY TORRES



CHARLES & HELEN WANG


MELODY & WALTER WATTS



DANIEL & AMY WONG



KELLY ZHAO

BLUE DIAMONDS


AMBER & JOHN ADAMS


KEVIN & NICOLE ALMEIDA


WILBUR & JESSICA ANDREWS



PETER & SUSIE BAGWELL



PERLA BALDEMAR & JORGE TENORIO



LIZETH BALDEMAR LIEVANO



DANIEL & CRISTINA BENITEZ


KEN & WENDY BERRY


JANNA BERRY


JEREMY & MICKI BOBERG


JENNIFER BRADY



MELODY BRANDON


RACHELL BRINKERHOFF


ADAM & CAREY BROWN


BEN & CAMI BUCHTA



SUSAN & DAN BURSIC


CHERIE BURTON



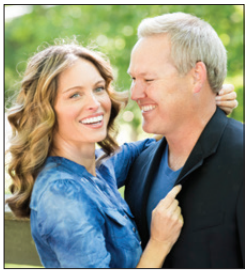
GERARD JR. & CARMEN BUSCH


ANNE CALHOUN


KIM CAMUSO



BRADY & MICHELLE CANNON


RACHEL & DARYL CARTER


JESSICA CHAMPAGNE



ETSUKO & RICK CHIDESTER

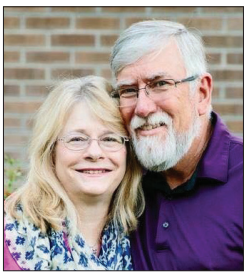

CORINNA CHUSE BARRUS

BLUE DIAMONDS


DAPHNE & DARRIN CLARK


SPENCER & BRIANNA COLES


WILLIAM & KARI COODY


RICHARD & ELIZABETH COPELAND


MAREE COTTAM & DIRK VANDERZEE


JAMES & TANYA COTTERELL


VERN & JENNY CRAWFORD


KARLEL CROWLEY & STUART DIXON


DANIELLE DANIEL


MIKE & LORI DAVIS


FRED & CARRIE DONEGAN


FOUNDER PWC

SHAYE & STUART ELLIOTT


DAVID & JULIANNE ELLIS


CAROLYN ERICKSON


KEITH & SPRING ESTEPPE


DAMIAN & JENNA FANTE

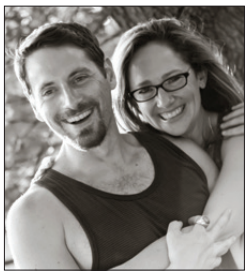

TIM & BECKIE FARRANT


DR. ROBERT & KIYLA FENELL


DALE & TONYA FERGUSON

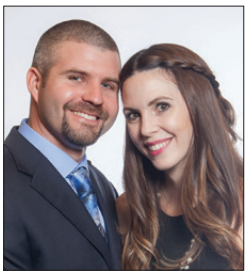

SCOTT & RHONDA FORD


JEANETTE FRANSEN


ARIN & GABE FUGATE


MYLÈNE GAGNON


AL & MAUREEN GARCIA


ANDY & MISSY GARCIA

BLUE DIAMONDS


MARC & JENN GARRETT


BRAD & TOBI GIROUX


JEFF & KATIE GLASGOW


DR. ANDREW & RUTH GOUGH


LISON GUÉRETTE-CAPONY


CURT & CAROL ANN GUEST


LINDSEY GUNSAULS


FOUNDER PWC

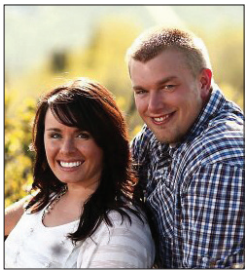
HANNAH HALLER


LINDSAY & CRAIG HAMM


DR. SANDRA HANNA

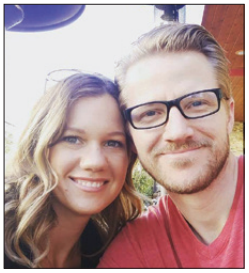

MARTY & JIM HARGER


AISHA HARLEY & LARRY SPILBERG


MARK & ALICIA HAUGSTAD


RYAN & MELISSA HERMAN


BRYANT & BRIANNA HESS


JESSE & BREANNE HOUSTON


BENJAMIN & STEPHANIE HOWELLS-SCOVILLE


JOSH JELINEO & BEBE MCFALL-JELINEO


CHRISTINA & LEWIS JESSUP


HAGAN & DENA JORDAN


JEREMEY & ANNETTE JUKES

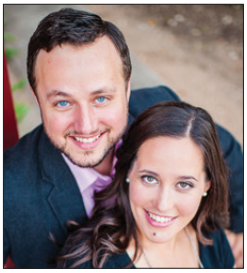

ASHLEY KEMA


DRU & GINA KIESEL


NICK & DYANNA KILLPACK


LAURA & SHAWN KING

BLUE DIAMONDS


JON & DUQUESA LAMERS


FOUNDER USA
DANNY & NICOLE LARSON


ALISHA & JONATHAN LATOUR


BRIANNE LEAH


FOUNDER USA
JUSTIN & TAHNA LEE


FOUNDER
FUXIAN LI & LING LING ZHANG


LILLIAN LIU


FOUNDER CAN
GABRIEL & HOLLY LO


STEVE & RACHEL LOTH


STEVE & TRACY LYMAN


DAVID & HEATHER MADDER


KALIKO & MAILE MAII


FOUNDER PWC
KELLY MALLINSON


ALONTO & DESIREE MANGANDOG


FOUNDER
JULENE MARTINDALE

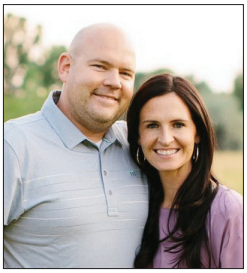

AARON & TONYA MCBRIDE


ROGER & CAROL-ANN MENDOZA


BECKY METHENY


DAVID & TAMMY MILLER


SOPHIA MORRISON


JARED & NICOLE MOULTRIE


FOUNDER NZL
DR. MARTHA NESSLER


JONATHAN & DEANNA NICHOLS


DR. ZIA & KY NIX


CRYSTAL NYMAN

BLUE DIAMONDS


JENNIFER PANSA & JIM ROHR


DR. JOHN & HEATHER PATENAUDE


CHRISTINA PETERS & MICHELLE MCVANEY


BETH & RYAN PHILLIPS


LASSEN PHOENIX & BRYAN HUDDLESTON


GERALYN POWER & DANIEL SALOMONS



MAYRA & STEPHEN POWERS


AUBREY & BOBBY PRUNEDA


ROD & JEN RICHARDSON


WINDI & SAMUEL RIFANBURG

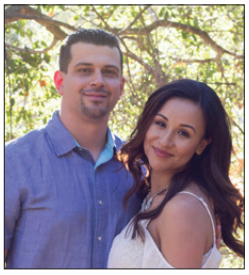


BURKE & NATALIE RIGBY


SETH & JENNY RISENMAY


AUDRA ROBINSON


JUDY RUSHING


CLAUDIA SAPUTO


ADRIAN & ROXY SARAN


JOSIE SCHMIDT


TENILLE & MATT SCHOONOVER


JEFF & DIANE SHEPHARD



TERRY & LIL SHEPHERD


KIM & DARREN SMADIS



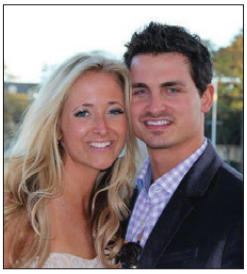
DAVE & PEGGY SMITH


DR. MARIZA SNYDER & ALEX DUNKS

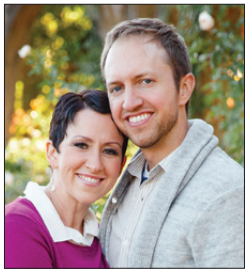

MEGAN SPOELSTRA


NATHAN & MINDY SPRADLIN

BLUE DIAMONDS


STEFANIE & BRANDON STAVOLA


JIM & TAMMY STEPHENS

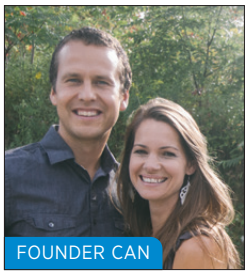

JAMES & CHELSEA STEVENS


JEFF STYBA



JUAN CARLOS SUÁREZ & ARACELI VALENCIA

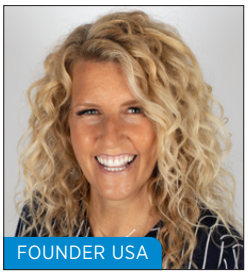

BILL & MEAGHAN TERZIS



BRAD & DAWNA TOEWS


MATT & ALICIA TRIPLETT


JASON & ALLISON TRIPP

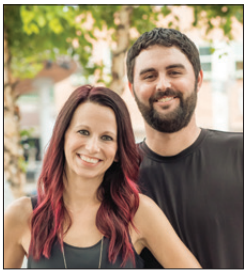


GINA TRUMAN


KARI UETZ


MARK & LORI VAAS


SHANE & KRISTIN VAN WEY


CIERRA & TANNER VANDERPOL


MICHAEL & SARAH VANSTEENKISTE


EDDIE & ANGELA VILLA


JOEL & SHERRI VREEMAN


JOHN & KALLI WILSON


LISA WILSON


MAKO WILTON


JULIE WINDER


CHRISTIAN & JILL WINGER


JARED & SHEREE WINGER


MARK & TINA WONG


KEVIN & NATALIE WYSOCKI

BLUE DIAMONDS



EDWARD & LINDA YE

DIAMONDS



DR. JOHN & JENNIFER ACCOMANDO



ATANASKA ADAMS



KATIE ADAMS



MICHELLE ALAVASKI BRUNS



CHARLOTTE ALCALA



KATHY & BRAD ALLDREDGE



JANEL ANDERSEN



CAROLYN ANDERSON



DAVID & SHANNON ANDERSON



NEAL & ERIN ANDERSON



KELLY ANDREWS



CLAUDIO & JANAE ARANCIBIA



JUSTIN & BRIDGET ARNOLD



ROBIN ARNOLD



MICHELLE ASMUS

DIAMONDS

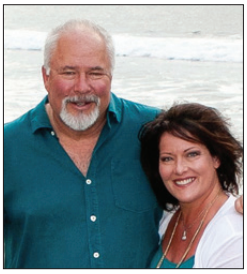

KAREN ATKINS


ASTI ATKINSON


BENTON & ELIZA BACOT

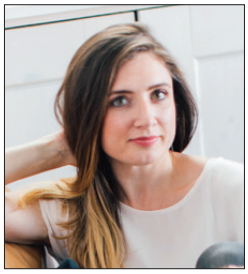

BEN & JADE BALDEN


KENDRA BAMFORTH

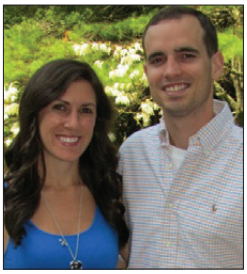

RICK & HAYLEY BAMMESBERGER


MACKENZIE BANTA

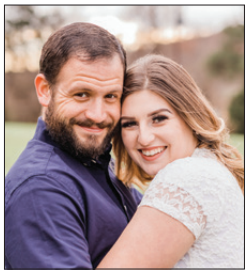

ERIC & BECKY BARNEY


JULIE BARRON

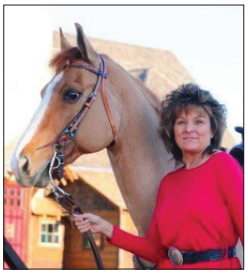

JEREMY & CARLY BAUTISTA


BRADEN & CAMILLE BAWCOM


AMANDA BEACH


ASHLEY & CHRIS BEANS


LISA BEARINGER


JUDY BENJAMIN


JOY BERNSTEIN


MELFORD & CONCETTA BIBENS


JESSYCA BILODEAU


GABE & STEFANIE BIRRER


JENNIFER BITNER


SUZANNE BLALOCK


JAMIE BOAGLIO


JON & KENDRA BODINE


LADONNA BONTRAGER


RYAN & JESSI BOSCHMA

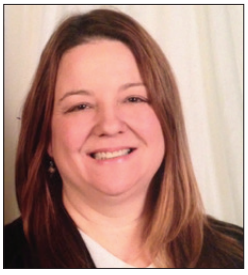
DIAMONDS



DR. JAMIE & CHRISTINA BOYER



TIM & CARRIE BRADLEY



TAMMY BRAYE



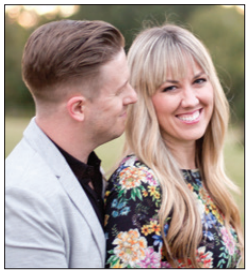
AMELIA BREEDEN



JUAN BRENES & ANDREA FERNANDEZ



JASON & KAMILLE BREUER



ALLISON & BILLY BRIMBLECOM



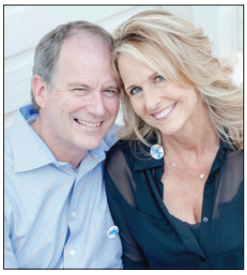
JAKE & ALEXA BRODSKY



TIFFANY BROSSOIT



DON & CINDY BROWN



RUSS & CHAR BROWN



STEVE & BRENDA BROWN



ANNIKA BUCKLE



KORINA BUEHRER



ERIKA BUTLER & RICK HENRARD



CLAUDIA CALDERON



ISABEL & DANIEL CALKINS



LISA CANIPELLI



MELISSA CANNON



ERIKA & JOHN CAPPELMANN



ASHLEY CAREY



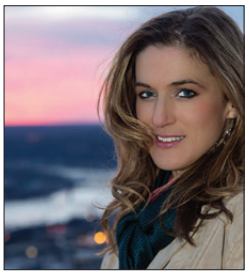
BEN & ADABELLE CARSON



DAVID & ANDREA CAUFFMAN



DAVID & ANA CHAPMAN



NICOLE CHASE

DIAMONDS

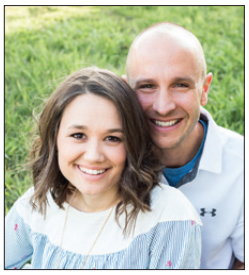

NATHALIE CHAUSSEAU



GINA CHO



GREG & MARTI CHRISTENSEN


JOSIAH & MELISSA CHRISTOFFER


TROY & DOROTHY CIVITILLO


MARC & ROMI CLARK


ANDREW & SHANNON CLOUGH



ALLISON COCHRAN


BRETT & FARRAH COLLVER


MATTHEW & AMIEE CONNER


JOAN COON


KATHY CORDELL


KARISSA COSENTINO


NANCY COUTURE


KENT & STEPHANIE CRANE

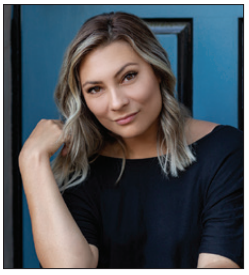

ASHLEY DAIGE



VICTOR & AMANDA DARQUEA


DURELL DARR


BRAD & JULIE DAVEY


SAMANTHA DAVIS


KEITH & KENDRA DAVY


JOYCE DAY


EMILIE DE DECKER


MARIE-MICHÈLE DELISLE


INGER DEVERA

DIAMONDS


ROBBIE & CARLY DIAS


JAMIE & TED DIBBLE


VICKIE DICKSON


MEGAN DILMORE

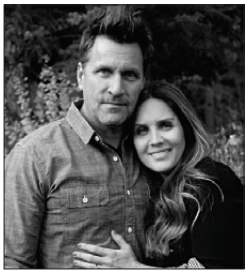

VERONIQUE DION


ANGELA DODGE


ERICA DOLAN

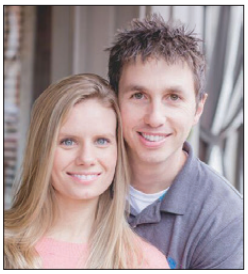

BONNIE DONAHUE


KARINE DOSTIE


CURT & TONIA DOUSSETT


DAVE & LIZ EATON


ANDREW & BROOKE ELIA


MARK & LINDSEY ELLIOTT

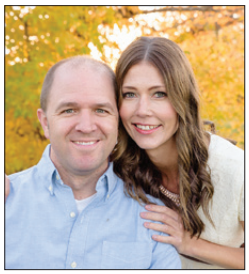

ROSALIE ELLIOTT


DENNIS & MARY ENGLERT


DR. MELISSA & EVAN ESGUERRA


HEATHER ESSLINGER


ROLANDO & JESSICA ESTRADA


CHERI & CHAD EVANS


FORREST & LESLIE EXLEY


CHRISTY & ANDREW FECHSER

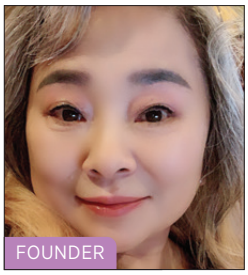

KNUT & CHRISTY FEIKER


DANA FELDMEIER


DANIEL & MICHELE FENDELL


MAPLE XIAOHANG FENG

DIAMONDS


FOUNDER

YUWEI FENG & CHANGPU YU



CATE FIERRO



BARRETT & CARA FINES



MARLENE FLAX



SAMSON & LETICIA FOLAU



BETH FORD



HALIE FORRE



MEGAN FRASHESKI



AARON & WENDY FRAZIER



LOUIS FUSILIER & MONICA GOODSELL



RAPHAELLE GAGNON



LESLIE GAIL



KENNY & LINDSEY GALE



JENNY GANN-DUDGEON



STEVE & LAURA GARCIA



DAVID & CRYSTAL GARVIN



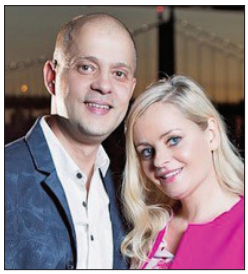
BRANDON & LINDSEY GIFFORD



REBECCA & BRIAN GILLESPIE



JENNIFER GILMAN



DIANE & VIKTOR GJELAJ



KATHRYN GLADER



TAMALU GLENDE



THOMAS & AMY GLENN



PAUL & OLGA GODDARD



VERONIQUE GOLLOHER

DIAMONDS



CLAUDIA GOMEZ



APARÍCIO GONÇALVES



ERICK GONZALEZ


LUKE & TERESA GOODLETT


JAY & DEBBIE GORDON


LINDSEY GRAHAM


ADAM & LEAH GRAHAM


ERIC & SUEANN GRANN


DARREN & ROSIE GREMMERT


CHRISTOPHER & KELSEY GUERRA


GRIFFIN GUNDERSON


TASHA HAKEEM


STEVE & KRISTINE HALES


MIKE & SUZANNE HALL


KIRK & JENNIFER HAMILTON


TERESE HAMILTON


RENE HANEBUTT


CLIFF & PJ HANKS

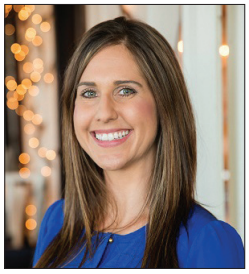

KARA HANKS


ROXANNE HARRIS


RYAN & JENYCE HARRIS


TODD HART


SCOTT & SHYANNE HATHAWAY


MIRANDA HEBERT


ELLIE HEDLEY

DIAMONDS



DRS. MARISSA HEISEL & PETER KRAVCHENKO


ANTHONY & DANIELLE HEIZENROTH


ERIKA HELBING


PAUL & TERI HELMS


SUSAN HELZERMAN



GORDON & JULIE HERBERT


STEPHNE HILGENDORF


JESSE & NATALIE HILL

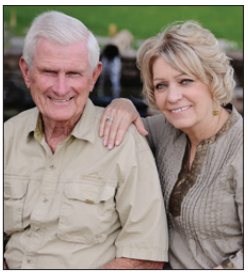

LEONARD & DANIELLE HILLMAN


JULIE & KAULIN HINTON


GREGORY & SUSANNA HOBELMAN


BILL & JODY HOFFMAN


SHALEEN HOGAN

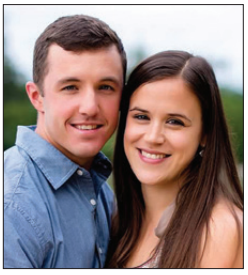

TONI & ROBERT HOLLAND


CAROL HOLTZ


KATHY HOULE


JENI HOUSTON


KELLI HOWIE


MICHAEL & SAMANTHA HUDDLESTON


MARY KAY HUESDASH


AMY HUFFMAN


CHRISTY & REID HUGHES


JEANESE HUMBERT


RICK & KATHY HUNSAKER

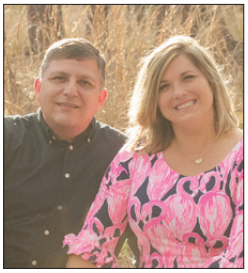

BJ & MEGAN HUNTER

DIAMONDS


MARY HYATT



CYNTHIA INCZE


DR. DAN & KELLY IRIZARRY


JASMINE JAFFERALI



ROB & WENDY JAMES


AARON & JESSA JOHNSON


NANCY JOHNSON


KILEY & NORA JOHNSON


TONY & DONETTE JOHNSON

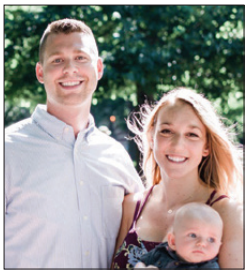

LELAND & ROBIN JONES


BRIAN & RACHEL JONES


JARED & RACHEL JONES


LISA & RICHARD JONES


TIFFANI JONES


PATRICK & RACHEL JOOS


BILL & DEENA JORDAN


LISA JURECKO


LEAH KARRATTI


BILL & MEGGEN KEEFE


JILL KEIRAN


JACK & TRACI KENNEBECK


MIKE & KALLI KENNEY


DR. JENNIFER KEYS

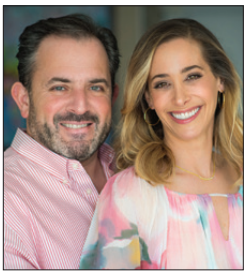

AMY KILLINGSWORTH


REBECCA KIM

DIAMONDS


CADE & DOMINIQUE KING


MELISSA KING


JESSICA HERZBERG KLINGBAUM


MIKE & MEGAN KNORPP


DR. SEAN & WENDI KOHLER


JENNIFER KOURTEI


JOE & AMBER KROPF


SPENCER & RETA KUHN


FREDDY & MANDY KUHN


JESSICA KUIKEN


JON ERIK & LYNN KVAMME


AUDREY LAFORGE


ANICK LALANCETTE



DR. KELLIE LANCASTER


GARRISON & CINDY LANDES


DAVID & LOIS LANE


JIM & CAROLYN LANGE


LAURIE LANGFITT

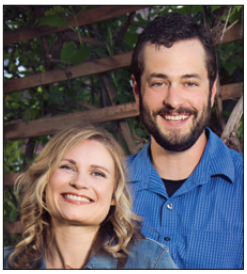

JAMES & MICHIE LAYTON



NOLAN & PAT LEAVITT


JOHN & CAROLINE LEE

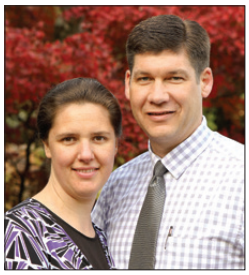

JASMINE LEMOYNE


ZACH & KYLENE LESSIG


DR. DANIEL & KATIE LEVERENZ


CHAD & JODI LEWIS

DIAMONDS


JOHNATHAN & RACHEL LINCH

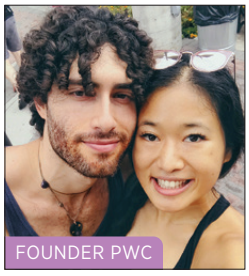


TITAN LIU


KATRINA LOTTS


JESSICA LOURIE


AVASA & MATTHEW LOVE



MAX & LIZ LOWENSTEIN


JING MA & JINHUI WANG


JASMINE MA


BETTY MAGILL


BROOKE MAGLEBY


RAINBEAU MARS


RICK & EMILY MARTIN


SUZY MARTYN


OKSANA MASTER


ELIZABETH & MANNY MATSAKIS

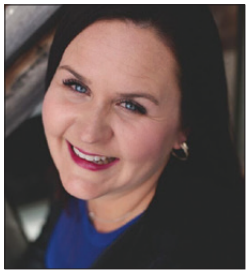

CLINT & KALYN MATTHEWS


PAUL & KRISTIN MAYO


VICTORIA MCADAMS


TONY & AIMEE MCCLELLAN


KEITH & KERI MCCOY


BRITTANY MCDONALD


SHARON & JASON MCDONALD


JEANNE MCMURRY


JENA MCNABB


PRISCILLA & JERRY MESSMER

DIAMONDS


EMILY MIEREN


DAVE & DELYNN MILLER


JUSTIN & ASHLEE MILLER



LIU MIN


JANA MITTEN


TIFFANY MOMBERGER



KAYLA MONSON


GREG & DR. JULIE MONTGOMERY


ANDY & TIFFANY MOOSMAN


DRS. BRETT & RAECHEL MORAN


MICHAEL & MELISSA MORGNER


MARIE-CHRISTINE MORIN


JANELLE & JUSTIN MUELLER


HOWARD NAKATA

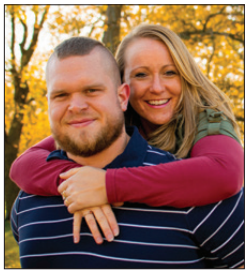

HOLAN & CASSY NAKATA


TED & ALISIA NELSON

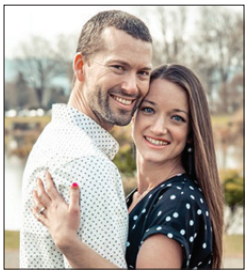

MEGAN NEWMANS


CORY & STEPHANIE NEWTON


JULIA NICHOLSON


JEFF & BROOKE NIGL


ERIC & KRISSY NORDHOFF


AUSTIN & AMBER NORDSTROM


RENEE & CHRIS NOVELLO


ADAM & TAMI NUHFER


NATHAN & JENNI OATES

DIAMONDS


BERNADETTE O'DONNELL


STEPHEN & DAWN OLSEN


JOHN & AMANDA OLSEN


HEATHER O'MEARA


CHRISTOPHER & AMY OUELLETTE


JOHN & KIM OVERPECK


KATHY PACE


TERRI PACE

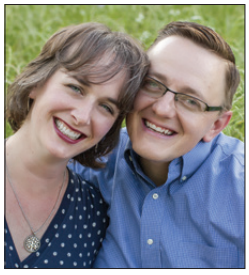

MELODY PAINTER


CHAD & CASSIE PALS


MARANATHA PARKE


LAURA PARKINSON


ROBERT & JANELLE PARRINGTON


RODNEY & ELAINE PARSLEY


SANDRA PASCAL


JOHN & LAURA PASTERNAK

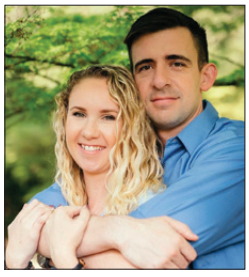

CYNTHIA PATIENCE


FOUNDER NAL

LUCIANA PAZ


DR. CHARLES & ANNA PENICK


SARAH-JANE PEPPER & TYLER HERR


SARAH PERKINS


PRESTON & TENA PETTIS


MALCOLM & AMY PHILBRICK


FOUNDER BRA

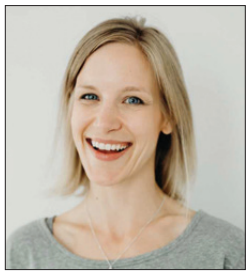
MIRELA BENVENUTI CHAVES PIAZZI


EMMY PICKERING

DIAMONDS


BRIAN & JEN PINTER


FRANI PISANO & HERB HOELLE


STEPHANIE POE


TOM & CARRIE POLIFKA


KATRINA & MATTHEW POTTER


JULIE PREAS


JESSICA PRESS


JESSICA PRESTON


MATTHEW & RACHEL PRIMEAU


TRACY PRINCE


AMANDA & KEVIN RAHIJA


JACOB & ABI RAINES


KRISTEL RAMIREZ


KRISTA RANDALL


JAMIE & JUSTIN RATHJEN


CORRIE RATZAT


DICK RAY & STACY PAULSEN


HANNAH REASONER


FOUNDER PWC

ANGELA REED

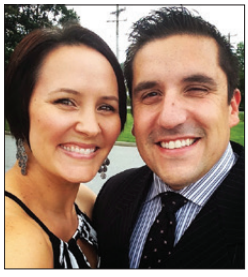

MATTHEW & HEATHER REED


AMANDA REESE


MEREDITH REILLY


JIM & CHRISTY RICHMAN


ADAM & NISHA RIGGS


FRANK & JACQUELINE RITZ

DIAMONDS


CRAIG & MARY ROBBINS


JENNIFER & VERON ROBERTS


JAMES & KELLY ROBISON


IVETTE RODRIGUEZ


MICHAEL & TRACIE ROESBERY


BRITTANY ROSCHECK


FOUNDER CAN

CORT & KARLI ROSZELL


FOUNDER NAL

TERESITA RUIZ & RAUL ORTIZ


CHRISTINE RUSSELL


DR. ANDREA RYAN


JESSICA RYAN


KARI RYAN


JOANNA SACCO


FOUNDER PWC

RUI & JEANA SANTOS


STACEY SARROS


DENA SCHULTZ


FOUNDER CAN

JANE SCHWEITZER


DENISE SCHWENDEMAN


JARED & BROOKE SCOTT

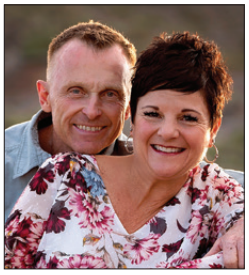

JUDITH SEARS


CHRISSY SEIBEL


WENDY SHATTUCK


JENNIFER SHAW


KEVIN & KESHIA SHEETS


LARRY & NIKKI SHORTS

DIAMONDS


BERNADETH SILVA


RACHEL & SCOTT SIROTA


MARY SISTI


TOM & ERIN SMEIGH


KALI SMITH


STEPHANIE SMITH


ADAM & RIGEL SMITH


DRS. JORDAN & TRACEY SMITH


LANA & KIRK SMITH


HEIDI & JARED SMITH


JENNIFER SNELL


MARCY SNODGRASS


JOE & LAURA SOHN


SHEENA & TASSAJARA SOUZA


OLGA SPITZER


ALICIA & JASON STEPHENS


TAMMY STEUBER


DAVE & CALLIE STEUER


JULIE STOESZ


PHIL & LEEANN STORK


VICTORIA STRELNIKOVA


DR. MARA SUSSMAN


SAMUEL & MELISSA TAEU


CAROL TAN



PAMELLA TANIMURA

DIAMONDS

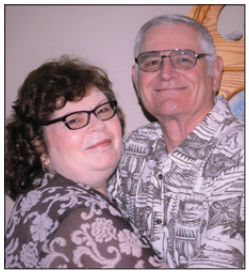

JOY TARPLEY


MICHELLE & SCOTT TEASE


QUN TENG


JOE & ANNE TETZLAFF


PRAMELA THIAGESAN


DR. LYNN THOMPSON


TYLER & KRISTIN TIGGES


JEFF & LINDA TILLEY


BILL & ERLEEN TILTON


MICHAEL & JEN TOMAZINCIC


GLENN & JESSICA TRAVIS


BRIAN & AMANDA TRENT


GRACE TROU



CAROLINA URIBE


RYAN & MELISSA VALLELUNGA


JENNIFER VASICH

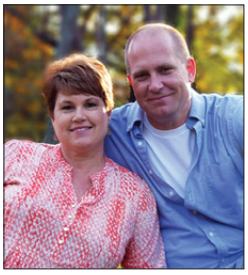

CHAD & ESTHER VERMILLION


SONDRA VERVA


CARRIE VITT


BROOKE VREEMAN


HEATHER & AARON WADE


CHERYL & ALAN WAELBROECK


REAGAN & HEATHER WAGONER


KENNY & STEPHANIE WAHLBERG



CHAD & SUSIE WALBY

DIAMONDS


JED & PAM WALDRON


LORINDA WALKER


AMANDA WALLJASPER-TATE


BRENT & JENNY WALSH


LI LI WANG


ERIC & SANDRA WANG


MICHELLE WARD


BEN & MEGAN WARDEN


LANE & ANGELA WATKINS

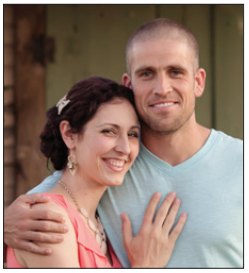

ZACH & KELSEY WATSON


ROGER WEBB


JULIE WEINBERG & MEREDITH KELLY


KAREN WELCH


SHAUNA WETENKAMP


AARON & DR. RACHEL WHALEY


MICHELLE WHITE


AMY & CHARLIE WIDMER


SUZANNE & DEREK WILLIAMS


ALANA & KYLE WILSON


ROB & MELISSA WILSON


LINSEY & ERIK WILT

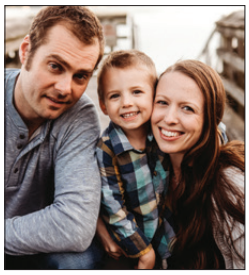

MEGAN WINFREY


RHIANNA WISDOM


JOHN & CHRISTINA WOMBLE


NEAL WONG & LISA NAKAMURA

DIAMONDS



MELISSA WOOD



KRISTIN WORLEY



JOHN & JESSICA WRIGHT



JOEY & CACHAY WYSON



JENNIFER YATES



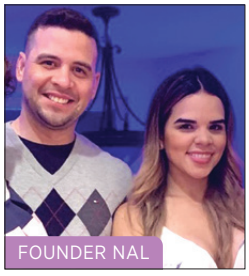
ELENA YORDAN



ELIZA YOSHIDA



JOHN & DEBBIE YOUNGGREN



JEXIKA ZAMBRANO



KRISTI ZASTROW



GARY ZHOU & LAURA WANG



SCOTT & LISA ZIMMER



CHRYSTELLE ZIMMERMAN



LILIYA ZOTTA

DIAMONDS NOT PICTURED:

GEORGE JR. KLEINSASSER
ANIS MEZZOUR

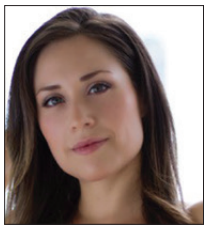
PLATINUMS


DAYANA ALONSO


KELLY ALVIS


KATCHIE ANANDA


NATALIA ANGULO


MONIKA ARENAS


STEPHANIE AYRES


BAKTY & TAMAZEEN BARBER


PAUL & LISA BERGMAN


SARAH & CRIS BLAIR


MARK & REBECCA BOTTS


PASCALE BOUCHER


MATHIEU BRIAND


PATRICK & KATHRYN BROWN


STEFANIE CLARK


TONI BUNTING


DEBBIE BURNS


JOHN & LAUREN BUSCH


DAWN & MARCELLO CALVINISTI


COREY & KELLY CAROTHERS


MARIE-HELENE CARRIER & YANN GAUTHIER


NATALIE & BRIAN CARSON


JONATHAN & AMY CARVER


ELICIA CASEY


DOUG & RACHELLE CASTOR


WEI-CHEN CHEN & HSIU-MIN HUANG


DAVID & JACLYN CHILD

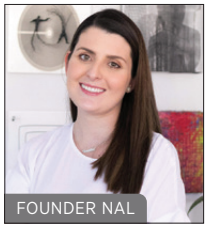

ANGELA CHILDS


JESSICA & NIC CLARK


KENNETH & HOPE CLARK


MIKE & RACHELLE CLEARY


RICK & ALISSE COIL



VANESA COTO


LUISA CRANE


SHANNON CUTTING


DR. JAMES & KIM DAHLIN

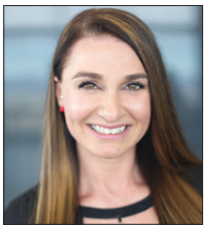

BRITTANY & ANDY DAVIDSON

PLATINUMS


PAULETTE DAVIS


JOCELYN DAWN


AIMEE DECAIGNY


KARINE DROUIN


SUSAN DYESS


BLAKE & JESSICA EASTER


JESSICA EDSTROM


JOEL & FAY EPPS


DAWN FARRIS


RINDY FENLON


GLENDA FLYNN


MARCIA FRIACA


PAUL & STEPHANIE FRITZ


TINA FUSSER


HONG GAO


LINDSEY GARANSUAY


CHRISTINA GARDNER


DAREN & CRYSTELLE GATES



LEIKA GARCIA GESUALDO


NICOLE GIBSON


FREDRICK & ERIN GILES


KEISHER GLYMPH


CARMEN GOLDSTEIN


AMANDA GOOLD


BROOK GRIFFIN


MELISSA GUTHRIE

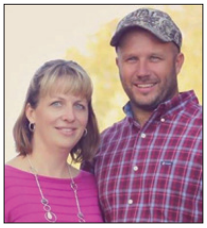

ANASTASIA & AARON HALCOMB


GRACIE HAMMER


GIADA HANSEN

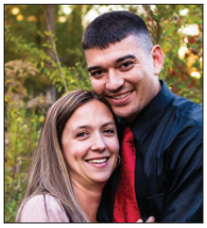

CURTIS HARDING


NATALIE HARRIS


STACEY HART


JALISSA HARTGRAVE


GARTH & JULIE HASLEM


LAUREN HAYDEN


GUYLAINE HÉLIE

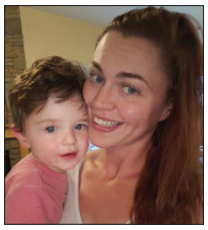
PLATINUMS


DEB HELLMAN


TERRY & MARIA HEUSER-GASSAWAY


PAULA HOBSON


JENN HOGE


BRIANNA HOLBROOK


DENA HOLMES


BRENT & ANNIE HONE


JOY HORSEMAN

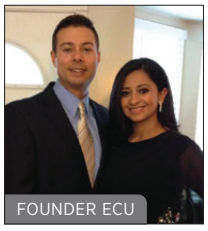

KRIQUETT HOWELLS


CHUN HSIANG


JEFFERY & MIRANDA HU


KATIE HUSSONG


CAROLINE JACKSON



MARCO & ELISA JAEGER


LINDSEY JAFFERALI


ERIN JOHNSON


RACHEL JONES


NIC & JESSICA JOVANOVICH


MALIA KAAIHUE


SANDY KALISCH


JAMIE KASARDA


KRISTA KEHOE


COLIN & JEN KELLY

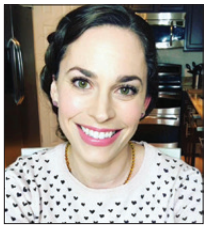

TRACY KEOUGH


CHRIS & GARY KIRSCHBAUM


LINDSAY KNAPP



STEPHANIE KUTTERER


HILLARY LAMAY


AMBER LANDRY

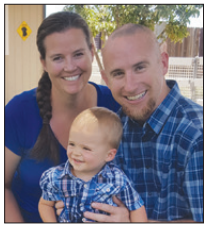

SHARA LANGFORD


ALISON LANGRIDGE


MIKE & NICKY LAWNSBY


REBECCA LEONARDES


CHUCK & CHRISTINA LEROSE

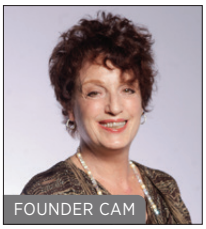

ERIN LEVEAUX


KRISTINA LEYMASTER

PLATINUMS


SHELLY LOYD


HEIDI LUEKENGA



ADELE LURIE


SHANNON MACY



JOANA MAGNANI


ANDREA MANUS


BERNY & JANET MARQUEZ


CRIS & PATTY MARTINEZ


KEIKO MARUTANI


SHANNON MCCABE


COLLEEN MCCARTNEY


CHRISTINE MCCUE


LISA MCCULLOUGH


SUZANNE & ROBERT MCGEE


AMANDA MCHUGH


AMY MCKINLEY


JOHN & EILEEN MCLEAN


BRAD & ANGELA MELTON


DR. ALLIE & DAVE MENDELSON


WENDY MENDOZA


JIMMY & DEIDRA MEYER-HAGER


JENNIFER MIXDORF


BETTINA MOENCH


ANDREA & BENJAMIN MORGAN

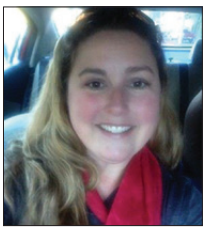

PAULA RAMOS MORRISSEY

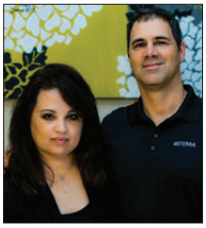

AISLINN MUELLER


JILL NGUYEN


KERRY & DENISE NORRIS


ROBERT & HOLLY OLMSTEAD


JENNIFER OWENS


RONNIE & LOUANNE PAGE


SHANNON PALMER


PAM PARKINSON


ESPIE & JOEL PASIGAN


JAMES & CHRISTINE PAYNE


KYLE & KATEE PAYNE

PLATINUMS


GARETT & MARIAH PESKIN


BETSY PETERSON


SPENCER & LAURA PETTIT


ZHANG PING


BRITT PIRTLE


SHELLY POMEROY


SHERRI PRICE & MITZI BYBEE MACLEOD


ELIANE PROVENCHER


KATIE RAGSDALE


JANET RAMER

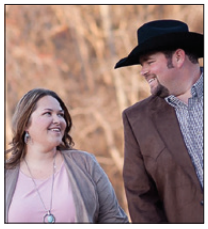

MELISSA RAMOS

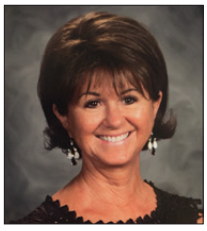


BARBARA REMPEL


DR. LAURA RICCI


ADRIANA VICTORIA RICOTORO


SHAWN & AMANDA ROBERTS


JOAN ROSENBAUM


PATRICK & MANDY ROWLAND


ANDREW & MINDY ROWSER


BECKI RUH


AUDREY SAUNDERS


LESLIE SCHMIDT


KATIE & CARLYLE SCHOMBERG


JULIE ANN SCOTT


STEVE & CHELSEA SCOTT


CAROLYN KANANI SERGENT


DEBBIE SHARP


COURTNEY & NICHOLAS SHEPARD


MIRANDA SHROUT


AMANDA SILICH


ELENA SIMMONS

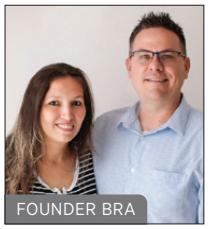

DIANNA SMITH


MELISSA SMITH


JOHN & JENNIFER SORENSEN


THERESA SOUCY


ASHLEY SROKOSZ



BRAD & FERNANDA STEWART

PLATINUMS


WADE & CHRISTINE STOLWORTHY


TARYN STRONG

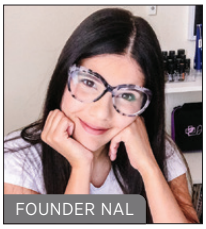

JEREMIAH & BETHANY SWEET


JORDAN TAKEKAWA


KEITH & KELLY TERRY


ALICIA THOMAS


EVAN & ADRIENNE THOMAS



ADIARI TINEO


ANI TOROSYAN


ALICIA TORRES GEARY


JENNIFER UPCHURCH


ALISON VAN ZANDBERGEN


PATRICIA VEGA ROSALES


CASEY VON IDERSTEIN

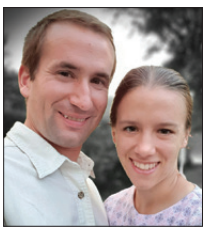

KIM WALTER


AUSTIN & JOCELYN WARY


RAYNAH WASSON

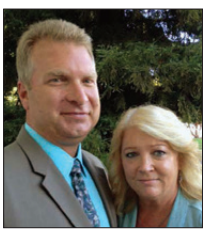

DANA & DAVID WATTS


DAVID & MICHELLE WEAVER


LILLIAN WENGER


EMILI & DALLON WHITNEY


LORI WILLIAMS


FRED & MARTI WINKLER


SARA WORTH


DANIELA YORDANOVA & SAVA SAVOV


KRISTEN YOUSEF


FANNY ZALDUMBIDE

PLATINUMS NOT PICTURED:

MARISA DALTON
ADRYAN DUPRE
DAVID GOLDBERG
HUGH HALLER
YOUNG LEE
TONY NAVARRO
SAM OLDHAM
FRANCISCO RODRIGUEZ
STEVEN & CAROLANN STREAM
PETERSON BAOSHENG ZHOU

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

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and reverse logo out of
background in white.

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