

Essential LEADERSHIP MAGAZINE




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**Congratulations
on Reaching
Presidential Diamond**

Steve & Ginna Cross





“Our greatest weakness lies
in giving up. The most certain
way to succeed is always to
try just one more time.”

Thomas Edison



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Evolve Your Why
Taking Your Business
to the Next Level

Suzanne and Mike Hall | Lindon, Utah, USA

Pursue Your Own Path

When you take the first step on a journey, you don't necessarily know where it'll take you. That was certainly the case for Suzanne. "When I first enrolled, I wasn't in dōTERRA for the business." Suzanne was originally drawn to dōTERRA because of the natural products and a desire to support a family member in building the business.

As she continued to fall in love with the products, Suzanne eventually decided she wanted to build a business of her own. It took a lot of learning. One of the first things Suzanne encountered was mastering sales commissions, particularly the Power of 3 Bonus. "When I started to build, I didn't even know I was building and didn't pay attention to placement like I should have." That all changed when she heard Founding Executive David Stirling speak about the Power of 3. "He taught that if we

build our businesses for Power of 3, other bonuses and aspects of our compensation will fall into place nicely." Suzanne now uses her experience to help her builders understand the importance of the Power of 3.

Along with challenges, Suzanne has had many rewarding experiences. Three times she decided to work in newer international markets. As she's faced the challenges of building in these areas, Suzanne has discovered deep satisfaction in the work she is doing. "Building my business became less about me and what I was accomplishing and more about helping people." Focusing on helping others has given Suzanne the passion to push past the obstacles in her path and become the best version of herself. "When we let God guide us, He has a way of leading us to paths we



Helping Leaders Become Independent

"Every challenge that comes up is an opportunity to teach and learn. When you help your leaders resolve issues in healthy ways, work better with people, overcome conflicts, figure out shipping or enrollment issues, or find people to partner with, they improve as leaders. Ultimately, my goal is to help my leaders become independent. That's the best thing I can do for them."

"There have been many struggling builders along my dōTERRA® journey. What I try to do repeatedly is let people know two things. First, I believe in them. Second, we'll work together, and everything will be okay."—Suzanne Hall

never expected, to people we never imagined, and to experiences and opportunities that make us better, more charitable, and more open-minded."

Now, with years of experience under her belt, Suzanne has two pieces of advice. "There are a couple things my team hears over and over from me. One is 'consistency is the key.' By consistency, I mean consistency in using the essential oils daily, consistency in placing your Loyalty Rewards order, consistency in prospecting and inviting, consistency in education and personal development—the list goes on. When you have leaders and team members who are consistent, building this business is a joy." Suzanne believes it's consistent effort that helps you succeed.

Her second bit of advice has to do with time management. "Schedule your time carefully. Then honor and respect yourself by making time for things like exercise, personal worship, family time, relaxation, and sleep." The truth is you simply can't run on an empty tank. Suzanne knows when you balance your personal time with work, you'll begin making real strides.

Building a dōTERRA business is a journey, but even with its ups and downs, this is a path you never walk alone. Suzanne recognizes the incredible support she's received from her upline, account managers, leaders, team members, and family. She's grateful for her husband, Mike, who's supported her every step of the way. Suzanne has come a long way on her journey, and the path only continues to look brighter.

Mable Xiao Fang Hang

Richmond, British Columbia, Canada

找到你的激情

Mable開始了她的 dōTERRA® 事業後，很快就產生了不足和懷疑的感覺。“我正在努力追趕我的團隊成員，他們在從精油教育到領導技能的各個方面都領先於我。”直到Mable找到了自己的個人優勢，她才找到了立足點。“我發現 dōTERRA 精油與我對中草藥學的熱情相得益彰。將這兩種激情結合起來成為了我成功的關鍵。” Mable鼓勵經營者找到自己合適的市場並全身心投入其中。“精油是非凡的。它們確實是來自大地的禮物，可以與許多不同的激情和技能聯繫起來。”

Mable 在創業時面臨的另一個障礙是克服直銷帶來的不適感。“我從來沒對建立個人事業感興趣。”她說。“雖然我喜歡幫助人使用精油解決他們的問題，但我從未考慮將教育或分享精油作為我的職業。”但是在使用這些產品幾年後，Mable 注意到它們不僅祝福了她的生活，也祝福了與她分享這些產品的人的生活。“那時我意識到精油不僅僅是產品——它們是愛的流動。如果可以重新開始，我會立即加入dōTERRA。”

Mable 知道，就像生活中的任何美好事物一樣，您必須努力工作才能獲得回報。“事實上，我們不可能都實現完美的工作與生活平衡。我遵循我所謂的“靈活平衡”，這意味著我將在一段時間內快速奔跑，以便在未來幾年與家人一起收穫工作的回報。這是我和我的家人正在共同努力的目標。”對於 Mable 來說，現在為她的事業做出的犧牲和奉獻是非常值得的。

Mable 致力於一滴油、一個人、一個社區去改變世界的 dōTERRA 願景。“我和我的團隊成員努力相互支持，將精油帶到更多華人社區的家庭。你分享得越多，就會感到越有動力。”

“你分享得越多，就會感覺越有動力。”

Mable Xiao Fang Hang



Scan here to
read in English



Your Digital Toolbox



Monthly promo graphics, product videos, and all the tools you need for professional marketing right at your fingertips? Yes, please! The **Digital Marketing Kit** is exactly what you need to share dōTERRA on social media and grow your toolbox and your business like never before.

Oh, and did we mention it's free?



Scan here
to get
started



Amber Drake | Carterville, Illinois, USA

Adapt and Thrive

“The vision is what carries me forward even on those days when I’m exhausted or feeling discouraged.”

For Amber and her team, this last year has been full of problem-solving. “The pandemic really altered our approach to the dōTERRA® business. We had to be open to new ideas under really different circumstances.” Amber found ways to adapt and connect with her team even when they couldn’t meet in person for events. She used online resources and made a concerted effort to stay in touch with each member of her team.

“My team is a genuine team, now more than ever,” Amber says. “They support each other in ways I didn’t even know were possible. We all have a zone of genius we can work from and all benefit when we work as a team, pulling from our personal strengths. Clear communication makes all this more feasible. We had a weekly frontline call that allowed for masterminding and crossline support for our frontline builders. This has built strong relationships among my team. I couldn’t be prouder of each of them rising to their own leadership.”

Of course, this wasn’t the first time Amber had challenges in her business, but she learned a long time ago how best to deal with struggles and feelings of doubt. “The feelings and the thoughts you encounter, they’re transient things. Wait long enough, and they’ll change.”

And she knows what will carry you along is your vision for your business. “The vision is what carries me forward even on those days when I’m exhausted or feeling discouraged. But it’s bigger than me—bigger than my team. It’s about leaving the world better than I found it. On those tough days, remember that you’re part of a wellness movement spreading all over the world.”

The most important thing Amber has learned along the way is you should never be afraid to talk to people about the dōTERRA business opportunity. “When I started, I’d often pass up opportunities to talk about the business in my classes. That was the most consistent mistake I used to make. It limited the growth of my business, but more importantly it was a failure to help someone who could benefit from this opportunity. Promoting the products or the dōTERRA business is more than building my own business. Talking to someone about the products is a way of caring about others, and so is talking about the business.”

Beyond remembering to always bring up the dōTERRA business opportunity, Amber has one other piece of advice she believes is incredibly important. “Get to know your builders on a personal level. When you’re able to see people as their authentic selves and communicate with them in a way that speaks to who they are and what they want, it makes all the difference.”

Amber’s Advice for Difficult Times

Struggles are inevitable as you build your business, but they don’t have to stop you. When doubts come, there are two things Amber finds helpful:

Focus on gratitude. Be thankful even when you’re struggling, whether in your business, with a team member, or with something in your personal life.

Look at the lives you’ve changed. It could be one person or hundreds—it all matters. If you ever doubt, just look around. You have changed lives.



DiamondClub
dōTERRA

Congratulations on Reaching Presidential Diamond

Ginna & Steve Cross | Kenosha, Wisconsin, USA



ESSENTIAL LEADERSHIP



"Choosing to invest time into building my dōTERRA business and pouring that abundance into the lives of our children, team, family, and church family is always time well spent." —Ginna Cross



Tell us about your journey to Presidential Diamond. What's the biggest lesson you've learned?

We enrolled with dōTERRA® eight years ago, and after all the positive experiences and seeing the essential oils work for us, we were hooked. At the time, our financial situation wasn't good, and completing our monthly LRP wasn't in the budget. Steve encouraged me to see if I could get my products paid for by joining the business side of things. I thought it seemed doable, and I loved the products, so even though I'd never considered sales of any kind, I decided to give it a try. We dove in, watching everything we could find to give us tips and insight into how to successfully build this business.

For the first time, I felt like I'd found something to do that suited my skills. I loved teaching classes, sharing the business opportunity, and learning how to maximize the compensation plan. As we've grown our business, we have seen God's hand, teaching us to do our part by working hard every day and trusting Him with the results. As our business has grown, we've found financial control and success are wonderful blessings, but without a clear purpose and meaning for our lives, they're shallow and empty. We loved God prior to building a dōTERRA business, but we've grown and learned so much about Him through this

process, and we're unable to adequately express our gratitude for that most precious gift.

What are the biggest hurdles you've had to overcome?

One of the challenges we've had—one that many people will relate to—is building a business while raising a family. The mental fatigue that comes with pregnancy and infancy is grueling, but I'm so grateful to have had the opportunity to learn to push through, even when I've been physically and mentally exhausted. Just like physical strength grows from exercising regularly, mental capacity grows from pushing ourselves to do the things we know we should be doing, even when we don't feel like it.

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

Remember, time is your biggest asset. Be honest with yourself about how you're spending your time. Say no to time wasters and yes to things that are important. You're sharing an empowering gift with others to take charge of their health in these uncertain times.

Don't choose the easy road. You might have a simpler time, but you won't have a significant life. Nothing worthwhile is easy. Establish clear priorities for your life to help guide your yeses (and nos).

How do you and your spouse work together in the business? What advice do you have for couples who are working together?

Our best advice is to prioritize one another. Keep your marriage thriving as you grow and learn. It doesn't matter if you're both great at the business if your marriage is falling apart. In our business, we've gone through various seasons of who does what. Some things have worked great, while others have been total flops, but it's been great to figure things out together.

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

We have five children and have also been foster parents, so balancing business and family has always been at the forefront of our minds. Being a parent is a gift, and we never want our children to feel like we sacrificed too much time with them for our business. The main reason we've worked so hard to build our dōTERRA business is to have the freedom to enjoy time with our children—and we do! One way I ensure my kids know they have my attention is by making sure I'm not on my phone all day. I'll pick it up here and there to reply, but I keep it silent anytime I'm with my family so I control my phone, rather than my phone controlling me.



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

There's no other opportunity like the dōTERRA opportunity. The products are unbelievable—I still can't believe we have such powerful tools at our fingertips. That empowering feeling is something I want other moms to experience. The compensation plan is amazing in its design, rewarding those who are committed, capable, and coachable. I want to continue sharing this incredible opportunity with everyone who's ready to take it and run with it.

We have the best team. The people who have linked arms with us to build this business are people I adore. Their dreams and families matter immensely. We continue to move forward because we're better together than as individuals, and I'll never cease to be grateful they said yes to taking this journey with us.

How has your dōTERRA business changed your life?

The financial flexibility that comes with a dōTERRA business has allowed us to jump into things we otherwise wouldn't have been able to do. We've fostered three awesome boys, and we currently are serving as co-directors of our local crisis pregnancy center, where we're working to empower the mothers as they support their children. We can homeschool our children and teach them to be courageous and honorable young men and women who we know will leave a positive mark on the world. We're so inspired by the examples of the Founding Executives in their pursuit of doing good in the world, and we're committed to doing the same for as long as we live. We can't express enough gratitude for this company and this amazing opportunity!

Evolve Your Why

Taking Your Business to the Next Level

Dave Stirling, CEO, took to the stage at dōTERRA

Connection 2021 to introduce the theme, Evolve. He reassured attendees that despite these uncertain times, dōTERRA has emerged stronger than ever. "Our business has truly evolved," he said. "It's now more resilient and better prepared."

So how can you take your business to the next level to be resilient and prepared for anything thrown your way? No matter who you are or where you come from, having a strong Why is the key to building a strong foundation for your business.

Evolve Your Why

Philosopher and poet Frederick Nietzsche said, "He who has a Why can endure any How." Finding your Why will help you with commitment. It gives you purpose and passion. If you determined your Why years ago, re-evaluate occasionally. Your Why may be different now from when you started. Honor the peaks and valleys in your life as you navigate your business and as your Why evolves.

Make Meaningful Impact

"Is this the vehicle that you want to pour your heart and soul into? dōTERRA was born so that health freedom could exist. We set out to revolutionize health care by offering natural solutions that put you in the driver's seat. dōTERRA truly is an empowerment company. We are here to unite hearts and lock arms for a common cause. We were born to be resilient. We exist to make meaningful impact."

—Emily Wright, Founding Executive, Global Leadership Development



So, how do you determine your current Why?
Start with these questions:

What and who do you feel most passionate about?

What is the legacy you want to leave behind?

What are your greatest strengths? How can you use them to inspire others?

What do you want to achieve with your dōTERRA business?

Your Why could be choosing to build your own dreams instead of someone else's. Maybe you want to take control of your finances. You may have a passion for educating people about wellness with essential oils. Whatever it is, make sure it's authentic to you and how you want to build your business.

Envision It

Once you have determined your Why, write it down. Hang it up somewhere where you will see it every day. Hang it on your vision board, write it on your bathroom mirror, set it as your phone background. Get creative!



Getting Up the Mountain

Julia Tilinga | Astoria, New York, USA

From the day Julia started building her dōTERRA® business, her path has been unique. She joined in 2017, and at the time the Russian market wasn't yet open, and there weren't any dōTERRA materials available in Russian. Julia took the initiative and for her first two years, she spent much of her time facilitating content for the Russian-speaking community. She says, "I was doing much more than a regular Wellness Advocate usually does when he or she builds a business." Looking back, Julia feels this first stage, with all its busyness, was formative in her success. "I was leading from the beginning, even when I didn't have a leader rank yet. This was my strength. I truly believe being a successful leader means seeing the big picture and being proactive from your first steps."

And Julia did see the big picture. Though she was working with the Russian-speaking community only, she didn't focus on just one country or region. "Russian-speaking fellows live all around the globe, so I had the opportunity to build worldwide. Right now, my customers and team members are in more than fifty countries!"

Like all who choose this journey, Julia has faced her share of challenges. She says, "Sometimes a member of your team decides to quit. Sometimes people don't want to talk to each other. As a leader, you have to use diplomacy to resolve issues. I've gained invaluable experience in relational skills. I can proudly say I'm a more tolerant, easy-tempered, and understanding negotiator than I was before partnering with dōTERRA."



Not Sure Where to Start?

Julia can relate if you're overwhelmed by all the videos, articles, brochures, and other resources online. She suggests this guideline: 30 percent theory and 70 percent practice.

"Theory is what you learn, read, and listen to. Education is important, but if you don't practice—don't actually talk to and share with people—you won't achieve results.

"You're the only one responsible for what you do, how you invest your time in your business, and what goals you want to achieve."

Other challenges have been personal. "When I started this business four-and-a-half years ago, my kids were little. My oldest was three and my youngest one. They didn't go to any daycare at the time—I stayed home with them full-time and built my business at the same time. I put all my energy into the family and business. I didn't relax, rest, or make time for myself at all. One day, I wasn't feeling well, and it uncovered how burnt out I was emotionally. For a whole month, I was in bed, unable to pick up my phone to read messages or talk to people. But I learned an important lesson on how important it is to have a work-rest balance."

This experience influenced how Julia leads her team now. She teaches them not only to seek balance, but also to choose their business activities wisely. "We often do so many

things just because someone told us to, not because they're necessary. When you're planning to do something, first ask yourself a couple of questions. How important is it to you? Will it bring results to your business? Based on your answers, assign a grade on a scale of one to five. If it's a five, you should do it! If it's a one or two, consider doing something else."

For Julia, making the climb was worth it. "Though I've had and continue to have ups and downs in my business, I never consider quitting. When I feel overwhelmed, I've learned to move slower, but I always keep moving up the mountain."

Li Li Wang | North Delta, British Columbia, Canada

你对精油的爱会打动你身边每一个人

Li Li 全然相信 dōTERRA® 事業是任何願意全心投入並全力以赴的人都能做到的。“我只是純粹的熱愛精油，並且從心靈深處相信，精油真的可以幫助到每一個人。”

Li Li 回憶道，：“現在回想起來，開始分享精油的第一年是相對艱難的。讓我撐過那一階段的唯一原因是，我打心底里熱愛精油，而且我對精油的熱愛打動了我的家人，他們都非常支持我。所以在那一階段，我真的沒有計較過我付出了多少，得到了多少。而當你的努力點點滴滴匯集起來的時候，成功也就會自然而然的到來。”

對 Li Li 來說家人就是一切。找到一份自己熱愛的事業，而又能照顧家庭，對她在家庭和事業中的幸福至關重要。“我很幸運能擁有這樣的家庭。我的丈夫事業很成功，他也花了更長時間才愛上精油。而當他發現精油的美好的時候，他常常鼓勵我，精油如此神奇，你又如此熱愛，你應該把它分享給更多需要它的人。這是你的使命。孩子們也非常支持我。當我忙於工作時，我的丈夫會幫我分擔家務，也幫助她們養成了良好的習慣。她們自律，勤奮。我們平時都比較繁忙，這使我們學會了要好好珍惜在一起度過的每個時光。”

Li Li 的核心業務是熱衷於幫助更多人了解精油所帶來的功效，她的目標是將精油帶入到更多家庭當中。她鼓勵新的健康倡導者在堅持不懈的情況下盡可能的簡化精油分享和教育。她說，“將困難轉為機會。”還說，“我十分喜愛 dōTERRA 和其公司文化。”我真心的希望可以與更多人分享精油和 dōTERRA 商機，讓他們真正地體驗到其驚人的成長和無比的喜悅。”

“重複地做簡單的事情，熱情地做重複的事情，用心地做每一件事情。”

Li Li Wang



Scan here to
read in English



Business Training Anytime, Anywhere

Building Your Business with dōTERRA—
Empowered Success Podcast





Make use of those small pockets of time in your day to stay up-to-date and inspired in your dōTERRA business. You don't have to spend your money on expensive business training— the most relevant, world class training from top dōTERRA® leaders is right at your fingertips.

- Feel confident you're on the right path with weekly insights and advice
- Make smarter business decisions by applying tried and true advice
- Streamline your team training by easily sharing episodes



**Scan here
to listen.**

A woman with short dark hair, wearing a light purple long-sleeved shirt, a grey V-neck sweater vest, blue jeans, and white sneakers, is leaning against the trunk of a large, textured tree. She has her arms crossed and is looking upwards with a smile. The background shows a grassy field and other trees under a soft, warm light, suggesting late afternoon or early morning.

Congratulations on Reaching Presidential Diamond

Kelly Zhao | Lehi, Utah, USA

How did you begin your dōTERRA® business journey?

I fell in love with essential oils in 2013, when I first moved to the US. My friend Haiyan Wang and her husband introduced me to dōTERRA. I remember one day I woke up after diffusing essential oils during the night, and I felt like the whole world was smiling at me. I couldn't believe it. Not only did I fall in love with products for their benefits, but experimenting with and learning about them also brought me comfort as I was so far away from my home in China.

I'd worked in direct sales for decades and planned to take a break when I moved to the US; however, my plans changed after attending my first dōTERRA® convention, where I learned all about the company mission, Cō-Impact Sourcing®, and dōTERRA Healing Hands®. The more I learned about the culture and vision, the more excitement I felt. I was eager to join the dōTERRA family and dove into the business headfirst.

What have you learned from your experiences with dōTERRA? What have been the greatest challenges?

I've learned that reaching a certain rank is a goal you must work toward with your whole team. Presidential Diamond isn't just a title—it's evidence of my team's hard work and commitment.

I remember dropping to Silver once after reaching Diamond. It was a difficult time, but I never thought about giving up. I thought if I could reach Diamond once, I could do it again. It was hard, but once I hit Diamond again, the joy of accomplishing my goal made me forget all the pain and tears I'd experienced along the way.

I try to view challenges as momentum to help me grow and become better. In the beginning, I relied on my experiences from other direct sales companies to run my dōTERRA business. I was only focused on getting things done, but soon I realized I needed to shift my focus to the people. Understanding the potential my builders had and teaching side by side with them has humbled me and ultimately propelled my business to the next level. I'm so grateful for all my amazing builders.

What advice do you have for people who want to become Presidential Diamonds?

Set clear goals, and then believe you'll be able to accomplish them. Remember to be realistic and know that this journey won't always be smooth sailing. Challenges will come, but you mustn't give up. This is how you will grow to become a

strong leader—problem-solving. Every obstacle will make you stronger. Becoming a Presidential Diamond not only rewards you financially, but it also—and more importantly—brings more meaning into your life.

How do you balance your work and personal life?

dōTERRA isn't just my career. It's my lifestyle. Using essential oils with family members allows me to spend quality time communicating with them. No matter how busy I am with my business, spending time with family is most important to me. Isn't one of the main reasons we work to increase the quality of life for our families?

I've found the key to having a successful work-life balance is communication. If I'm especially busy, I always take the time to explain my situation to my family. This sets up clear expectations and helps them remember they're valued and loved. We all walk on the same path of imperfection, so don't be too hard on yourself if you can't balance your work and personal life perfectly right now. The more you practice at it, the better you'll get at it.

Now that you've reached Presidential Diamond, what inspires you to continue building your business?

Sharing dōTERRA has become part of my everyday life. Helping other Wellness Advocates grow and reach their business goals has become my responsibility. My goal is to continue helping as many people as I can for as long as I can. That mindset is what keeps me moving forward.

How has your dōTERRA business changed your life?

This business has taught me to be more empathetic, patient, and thoughtful. I've become more flexible in both my personal and professional life. I've learned that taking time to read, study, and better myself isn't me pressing pause on my business journey. Instead, it's necessary for me to gain the skills to lead my team to reach our goals.

What advice do you have for the leaders reading this magazine?

Some people run faster than others. Remember to compete with yourself, not others. A small improvement today makes you better than who you were yesterday. Try your best to steadily become the person you want to be!

恭喜Kelly Zhao達到了總裁鑽石級別

LEHI, UTAH, USA

請分享一下達到總裁鑽石的旅程：

真正愛上精油是2013年，那一年我也是剛剛在美國定居。感謝Haiyan Wang以及她的丈夫把doTERRA介紹給我。我記得突然有一天我一覺睡到天亮，第二天心情如同晴空萬里，感覺整個世界都在對我微笑。從那天起我便愛上了精油，我不僅因為精油的功效而愛上了它們，也因為不停嘗試和學習精油給遠離家鄉的我帶來了安慰。

因為在這以前我已從事直銷行業十幾年，剛剛退下來，本想過一段退休的生活，但是，參加2014年的美國年會讓我改變了我事先預設好的人生軌跡。透過年會我非常全面的了解了doTERRA公司成立的初衷，互相效力合作計劃和療癒之手讓我看到一個與眾不同的公司。doTERRA的文化和使命一次次感動我，使我渴望加入doTERRA大家庭，不顧一切地投入了這個行業。

這個過程中學習到最大的經驗是什麼？你遇到的最大的挑戰是什麼？

我明白了達到一定的級別是必須要與整個團隊齊心協力才能實現的目標。總裁鑽石不僅僅是一個頭銜，更是我整個團隊努力工作和兌現承諾的證明。

我曾經在達到鑽石級別之後，又掉到銀級，那個時候雖然艱難，但是我沒有想過放棄，我在想如果我能達到鑽石，就有能力再次達到此級別。過程很困難，但當我再次達到鑽石級別時，完成目標的喜悅讓我仿佛忘記了所有經歷的痛苦和眼淚。

一個新的目標就是一個新的高度，我感覺很多挑戰是幫助我們成長的動力，因為之前我曾經做過多年同類行業，所以我就用以前的經驗來做doTERRA，後來發現doTERRA不一樣，我以前的工作重心是把事做好，而現在發現人才是工作的重心！不斷了解每個領袖的不同特質，給予她們最需要的教導與陪伴，我個人也透過這些經歷開始謙卑下來照顧每個人的感受。我非常感謝我團隊中所有了不起的領袖們。

你會給想要達到總裁鑽石的人什麼建議？

首先是要有明確且具體的目標，相信你一定可以達到總裁鑽石這個目標，同時也要相信完成此目標一定不會一帆風順，一定會遇到你意想不到的問題。但是一定不要放棄，領袖就是在解決問題中成長，總裁鑽石不僅是一個級別更是解決問題的能力，抗打擊力和自我突破的自我成長的一個修煉場，這一切會讓我們變得更加強大，更有力量幫助那些需要幫助的人，總裁鑽石不僅可以讓我們有豐厚的經濟回報，更重要是讓我們的生命變得更有意義。

你是如何保持事業和生活的平衡？

doTERRA不僅是事業，也是一種天然健康的生活方式，每週拿出時間給家人塗抹精油會增加彼此的情感和彼此的理解。工作再忙家人永遠是最重要的，事業的目的不就是讓家人有更好的生活品質嗎？





我發現了成功平衡工作與生活的關鍵是良性溝通。當事業和生活發生衝突，又要做完成我的工作情況下，最好是事先跟家人做好溝通，爭得家人的理解和支持，讓她們感受到你給他們的愛和重視。也不要為平衡不了事業和生活而氣餒，生活總要在不完美中前行...完美是奇蹟，不完美是常態，快樂就好！

現在的你，還有什麼可以激勵你持續建立你的事業？

分享doTERRA產品和事業已經是我生活方式的不可分割的一部分，幫助每個健康倡導者成長和達成他們的目標是我的責任。我的目標就是在有限的時間裡盡可能地幫助他人，這一切都不斷地激勵我持續前行！

經營doTERRA，讓你有了怎樣的改變？

在芳香世界裡徜徉慢慢讓我的感覺變得更加細膩，也學會更多換位思考，變得更加善解人意更加有耐心，讓自己的生活和事業伸張有馳，每天拿出時間讀書學習和沉思並不是停止，而是讓自己更有力量，帶領團隊快樂的奔跑！

你有什麼建議給到閱讀這個雜誌的領袖們嗎？

在doTERRA的旅程裡，或許有些人跑得快有些人跑得慢，一定不要與他人比較！我們只需要跟自己比，努力讓今天的我超越昨天的我，盡我所能把自己變成自己心目中更好的自己！堅持夢想與初衷，絕不輕言放棄，每一天為更好的自己加油！我也很喜歡尼采的一句話分享給大家“每個不曾起舞的日子都是對生命的辜負”。

除了給與團隊產品及事業的培訓以外，建立團隊文化會幫助團隊穩步成長。我們會用愛，給予，謙卑，感恩，使命感做我們團隊的文化，在相同的文化中工作感覺到快樂和團隊的凝聚力。”

Kelly Zhao



Suzana Maia and Marcus Mendonca | Honolulu, Hawaii, USA

A Roadmap to Success

"That's what gets us out of bed every day: working on something we love and enjoy with people we care about. Sometimes we think this is too good to be true. But it's not. It's possible. It's doable. We've done it, and you can do it too. Simply believe in yourself, look for the help you need, find your mentor, invest in your self-development, change your mindset, and get to work." —Suzana Maia





Image by Dave Miyamoto

As US immigrants, Suzana and Marcus have been fortunate enough to share the dōTERRA® mission with people worldwide. They say this mission is what gets them out of bed every morning.


What's their secret to maintaining such strong passion for what they do? For them, it's a lifestyle, and their passion has spread like wildfire into the hearts of those they've met. "Who doesn't like to travel, to explore new places and cultures?" Suzana asks. "We love good food, yoga retreats, surfing trips, and new languages. There's no better tool than dōTERRA to allow you to live a life you love. It's been such a blessing."

One thing has made their business so successful: balance. "Find balance in your education, mind, body, soul, family, self-care, discipline, and routine," the couple says. Both Suzana and Marcus believe all work and no play isn't the way to build a successful business, but you also need to keep in mind that life can't be all play and no work. With this mentality, they've coupled their intense passion for life with a carefully structured business plan.

Committed members of their team meet regularly with their upline to review the business plan and strategies. This helps them avoid problems and frustrations, because the members can see predictable, controlled growth for the present and future. They claim these meetings are one of the best ways to overcome inevitable building ups and downs. "We're clear, transparent, and straightforward with everything we do," they say. "If you're on our team, you know what to expect."

Even with regular check-ins with their upline, no one is immune to failure. Suzana and Marcus know how easy it is to get caught up in the what-ifs of a business. They know builders are, from the beginning, wondering, "What if I fail?" That's why Suzana and Marcus provide their team members with the business plan as soon as they join. "People like to follow processes. They need a roadmap that helps them get from point A to point B," they say. Though a new business builder may stumble and experience failure along the way, he or she has a roadmap to keep going rather than giving up at the first sign of trouble.

To anyone who needs inspiration or renewed determination for building a dōTERRA business, Suzana and Marcus say, "It's possible! It's doable. We've done it, and you can do it too. Simply believe in yourself, look for the help you need, find your mentor, invest in your self-development, change your mindset, and get to work."



“Earn your
leadership
every day.”

Michael Jordan





dōTERRA®

Wellness Advocate Recognition —



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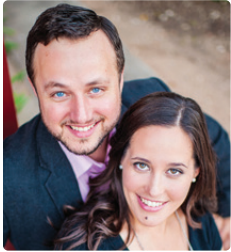


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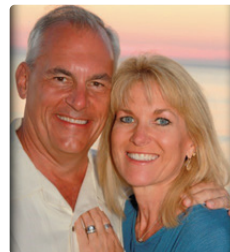
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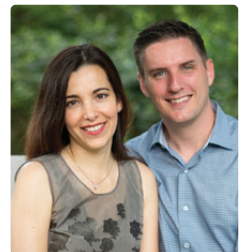
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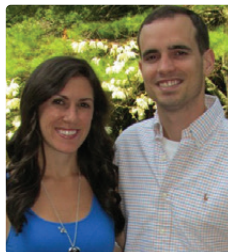
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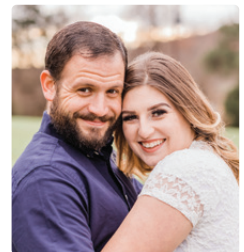
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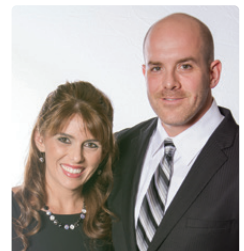
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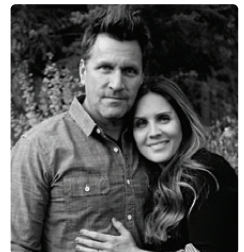
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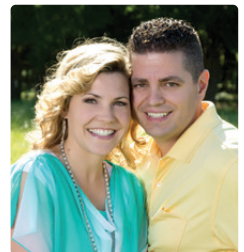
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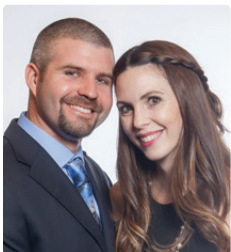
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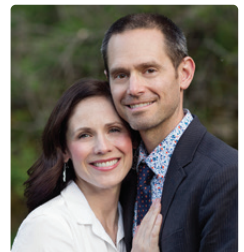
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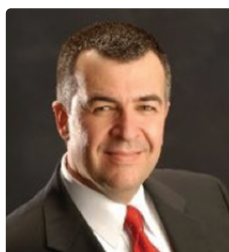
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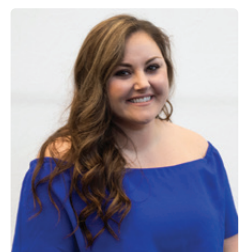
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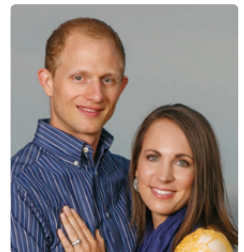
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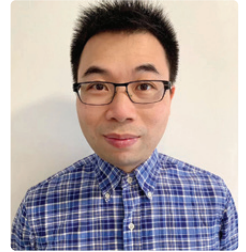
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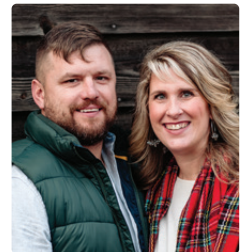
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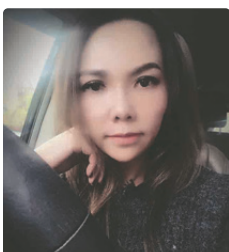
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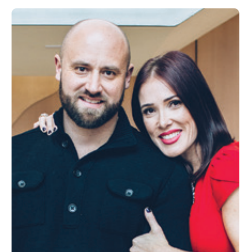
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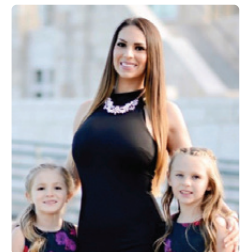
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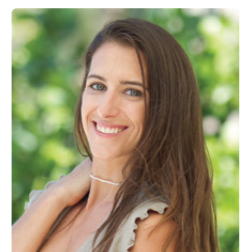
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Maranatha Parke



Sandra Pascal



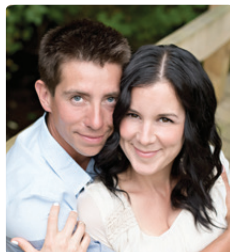
Joel & Espie Pasigan
FOUNDER PHL



Cynthia Patience



**Dr. Charles & Anna
Penick**



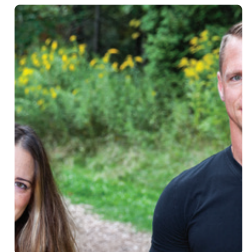
**Sarah-Jane Pepper &
Tyler Herr**



**Christina Peters &
Michelle McVaney**



**Mirela Benvenuti
Chaves Piazzi**
FOUNDER BRA



**Geralyn Power &
Daniel Salomons**



Jessica Press



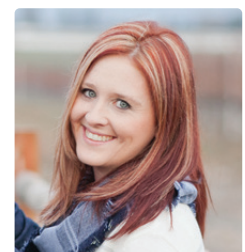
**Aubrey & Bobby
Pruneda**



Kristel Ramirez
FOUNDER COL



Angela Reed
FOUNDER NAW



Amanda Reese



Kristi Rehm



Burke & Natalie
Rigby
FOUNDER USA



Adam & Nisha Riggs



Jacqueline Ritz



James & Kelly
Robison



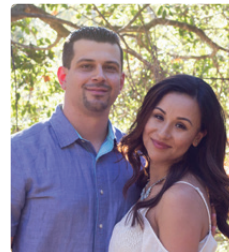
Ivette Rodriguez
FOUNDER ECU



Teresita Ruiz & Raul
Ortiz
FOUNDER NAL



Christine Russell



Claudia Saputo



Adrian & Roxy Saran



Stacey Sarros



Josie Schmidt



Tenille & Matt
Schoonover



Dena Schultz



Wendy Shattuck



Larry & Nikki Shorts



Mary Sisti



Kim & Darren Smadis



Tom & Erin Smeigh



Adam & Rigel Smith



Kali Smith



Lana Draney Smith



Marcy Snodgrass



Sheena & Tassajara
Souza



Olga Spitzer

Diamonds



Megan Spoelstra



Nathan & Mindy
Spradlin



Dave & Callie Steuer



James & Chelsea
Stevens



Brad & Fernanda
Stewart
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Victoria Strelnikova



Juan Carlos Suárez &
Araceli Valencia
FOUNDER MEX



Samuel & Melissa
Taeu



Pamella Tanimura
FOUNDER BRA



Joy Tarpley



Bill & Meaghan
Terzis



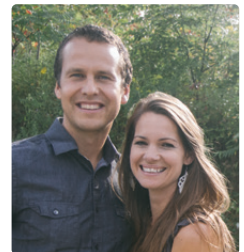
Olivia Thai
FOUNDER USA 2.0



Pramela Thiagesan



Tyler & Kristin Tigges



Brad & Dawna Toews
FOUNDER CAN



Jason & Allison Tripp



Kari Uetz



Carolina Uribe
FOUNDER COL



Mark & Lori Vaas



Shane & Kristin Van
Wey



Cierra & Tanner
VanderPol



Michael & Sarah
VanSteenkiste



Chad & Esther
Vermillion



Eddie & Angela Villa



Carrie Vitt



**Kenny & Stephanie
Wahlberg**



Eric & Sandra Wang



Li Li Wang
FOUNDER NACL



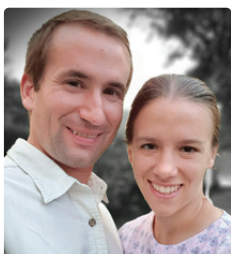
**Jamie & Marilou
Weaver**



Roger Webb



**Julie Weinberg &
Meredith Kelly**



**Conrad & Lillian
Wenger**
FOUNDER USA 2.0



Michelle White



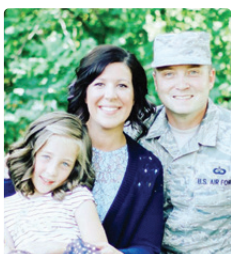
**Amy & Charlie
Widmer**



**Benjamin & Erin
Wilkins**
FOUNDER USA 2.0



**Suzanne & Derek
Williams**



Alana & Kyle Wilson



Lisa Wilson



Mako Wilton



Julie Winder



**Drs. Mark & Tina
Wong**
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**Neal Wong & Lisa
Nakamura**



**John & Jessica
Wright**



**Joey & Cachay
Wyson**



Edward & Linda Ye
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Elena Yordan



Eliza Yoshida



Jexika Zambrano
FOUNDER NAL



**Gary Zhou & Laura
Wang**
FOUNDER



Jie Zhu

Diamonds



Scott & Lisa Zimmer



Liliya Zotta

Diamonds Not Pictured:

George Jr. Kleinsasser
Yafei Lin



Platinums



Dayana Alonso



Kelly Alvis



Katchie Ananda



Lisa Bearinger



Paul & Lisa
Bergman



Melford &
Concetta Bibens



Jon & Kendra
Bodine



Claudia Bolanos



Patrick & Kathryn
Brown



John & Lauren
Busch



Ben & Adabelle
Carson



Ali Chen
FOUNDER NACL



Wei-Chen Chen &
Hsiu-Min Huang



Angela Childs



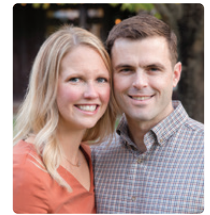
Dorothy Civitillo



Jessica & Nic Clark



Mike & Rachelle
Cleary



Matthew & Amiee
Conner



Joan Coon



Rachel Crimmins



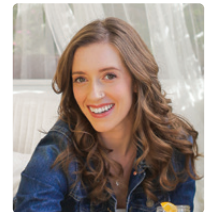
Ning Dai



Brittany & Andy
Davidson



Paulette Davis



Megan Dilmore



Valérie Dion



Susan Dyess



Dawn Farris



Rindy Fenlon



Sherrie Ferrell



Glenda Flynn



Samson & Leticia
Folau



Marcia Friaca



Paul & Stephanie
Fritz



Amy Fullmer



Raphaëlle Gagnon



Jenny Gann-
Dudgeon

Platinums



Hong Gao



Christina Gardner



Daren & Crystelle
Gates



Brandon & Lindsey
Gifford



Luke & Teresa
Goodlett



Christopher &
Kelsey Guerra



Griffin Gunderson



Tasha Hakeem



Lindsay & Craig
Hamm



Gracie Hammer



Rene Hanebutt



Cliff & PJ Hanks



Giada Hansen



Natalie Harris



Jalissa Hartgrave



Garth & Julie
Haslem



Lauren Hayden



Guylaine H  lie



Deb Hellman



Terry & Maria
Heuser-Gassaway



Stephne
Hilgendorf



Julie & Kaulin
Hinton



Toni & Robert
Holland



Brent & Annie
Hone



Joy Horseman



Kriquett Howells



Jeffery & Miranda
Hu



Mary Kay
Huesdash



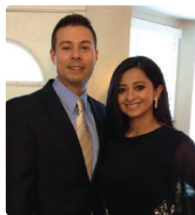
Katie Hussong



Cynthia Incze
FOUNDER CAN



Caroline Jackson



Marco & Elisa
Jaeger
FOUNDER ECU



Jasmine Jafferali



Lindsey Jafferali



Erin Johnson



Nancy Johnson



Leland & Robin
Jones



Tiffani Jones



Patrick & Rachel
Joos



Nic & Jessica
Jovanovich



Lisa Jurecko



Sandy Kalisch



Jishu Kang
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Leah Karratti



Jamie Kasarda



Colin & Jen Kelly



Tracy Keough



Melissa King



Chris & Gary
Kirschbaum



Lindsay Knapp



Spencer & Reta
Kuhn



George & Hillary
LaMay



Garrison & Cindy
Landes



Amber Landry



David & Lois Lane



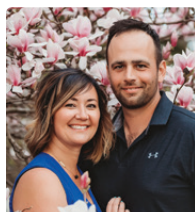
Shara Langford



Alison Langridge



Monika Lavoie &
Jackson Baskaran



Rebecca
Leonardes



Chuck & Christina
LeRose



Erin Leveaux



Katrina Lotts



Shelly Loyd



Brooke Magleby



Andrea Manus



Berny & Janet
Marquez



Cris & Patty
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Keiko Marutani



Elizabeth & Manny
Matsakis



Brittany McDonald



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Platinums



Liu Min
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Morgner**



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**Robert & Janelle
Parrington**



**Rodney & Elaine
Parsley**



Christine Payne



Katee Lyn Payne



Luciana Paz



**Spencer & Laura
Pettit**



Alena Pidgursky



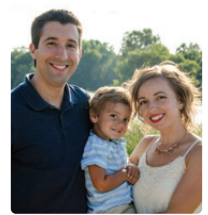
Zhang Ping



Brian & Jen Pinter



Britt Pirtle



**Matthew & Rachel
Primeau**



Tracy Prince



**Leonani &
Kimohae Puailihau**
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Christina Quist
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Janet Ramer



**Dick Ray & Stacy
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Renata Rivera



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Roberts**



**Michael & Tracie
Roesbery**



**Giulia & Daniel
Rogers**



Brittany Roscheck



**Cort & Karli
Roszell**
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**Patrick & Mandy
Rowland**



**Roger & Etsuko
Rutz**



Dr. Andrea Ryan



JoAnna Sacco



Audrey Saunders



Leslie Schmidt



Katie & Carlyle
Schomberg



Jane Schweitzer
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Denise
Schwendeman



Jared & Brooke
Scott



Julie Ann Scott



Kevin & Keshia
Sheets



Courtney Shepard



Elena Simmons



Dianna Smith



Drs. Jordan &
Tracey Smith



Melissa Smith



John & Jennifer
Sorensen



Ashley Srokosz



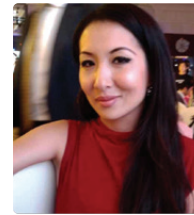
Wade & Christine
Stolworthy



Phil & Leeann
Stork



Hui Sun



Carol Tan



Joe & Anne
Tetzlaff



Alicia Thomas



Evan & Adrienne
Thomas



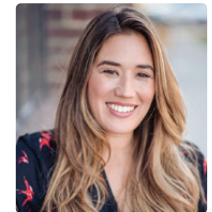
Dr. Lynn
Thompson



Julia Tilinga



Bill & Erleen Tilton



Alicia Torres
Lisabeth



Ryan & Melissa
Vallelunga



Alison van
Zandbergen



Sondra Verva



Chad & Susie
Walby



Jed & Pam
Waldron



Amanda
Walljasper-Tate



Austin & Jocelyn
Wary



Lane & Angela
Watkins



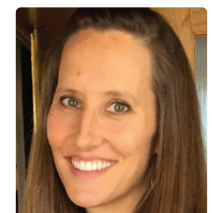
Dana & David
Watts



David & Michelle
Weaver



Kate Welch



Shauna
Wetenkamp

Platinums



Richard & Heidi Weyland



Aaron & Dr. Rachel Whaley



Leon & Bonnie White



Emili & Dallan Whitney



Lori Williams



Rob & Melissa Wilson



Megan Winfrey



Fred & Marti Winkler



Lara Wynn



Daniela Yordanova & Sava Savov



John & Debbie Younggren



Kristen Yousef



Yamin Zhang



Chrystelle Zimmerman



Sigal Zoldan

Platinums Not Pictured:

Adrian Ahlstrom
Jiale Li
Dawn Schween
Bozhan Shi
Kaili Wardwell

Kevin Warwood
David Zheng
Peterson
Baosheng Zhou

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