

# Essential LEADERSHIP MAGAZINE



10

**Congratulations  
on Reaching  
Presidential Diamond**

Matt and Seantay Hall



A woman with dark hair tied back, wearing a white t-shirt and dark overalls, is kneeling in a field of white daisies. She is looking down at a plant in her hands, which she is holding with both hands. The background is a soft-focus field of similar flowers and green foliage, with sunlight filtering through the trees in the distance.

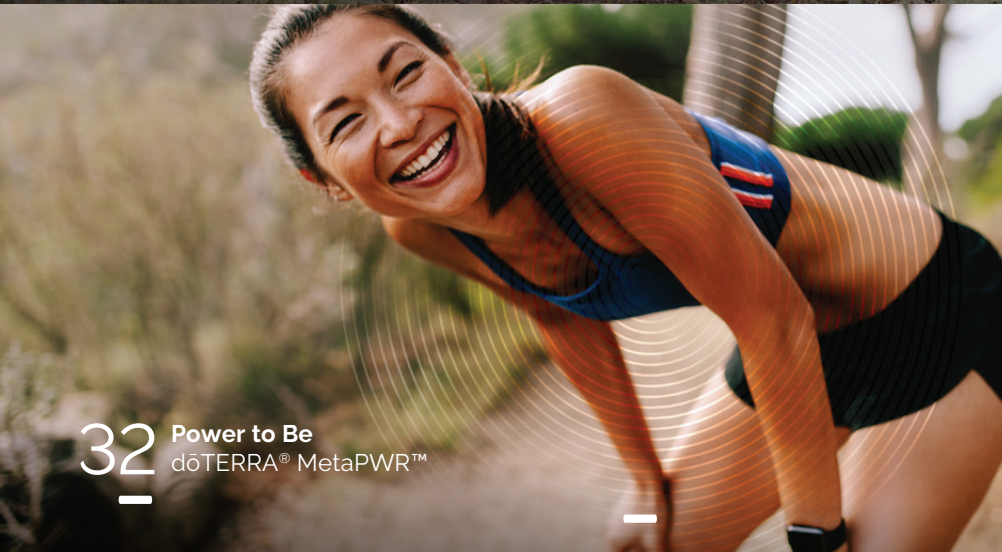
“Opportunity is missed by most people because it is dressed in overalls and looks like work.”

Thomas Edison





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**Heather and Jared Andersen** | Layton, Utah, USA

## Planting Seeds

Heather puts a huge emphasis on long-term vision. "Everything we do plays a role in future success—not just short-term success. Sometimes we even have to sacrifice a short-term win if it means a bigger win down the road."

This is what dōTERRA is all about for Heather—building for the future. "This consistent, future-focused mentality helps my leaders push through momentary struggles. I assure them that because they choose to show up time and time again, seeds are being planted that they'll harvest one day!"



# Take Action

**When Heather first encountered dōTERRA® essential oils over 11 years ago, she knew they had to be part of her home.** Immediately, she was a loyal customer. She placed a loyalty order every month and generously shared her essential oils with those who were open—simply because she wanted to help people.

But Heather didn't start building a dōTERRA business right away. In fact, she actually made a thriving business with a different network marketing company!

"Fast-forward to summer 2019," Heather says, "I was nine years into my business. I made a six-figure income and had a team who were family to me. I planned to be with this company forever, but God opened my eyes and

told me in my heart that it was time to let go, leave my company, and move to dōTERRA."

Heather continues, "I couldn't have been more shocked. At the height of my career, I'd need to give up my income, team family, position—things I loved that were part of me. I couldn't sell what I'd built. My heart could hardly handle it. In fact, it took me six months of processing and gathering the courage to accept God's direction and take action."

In December 2019, Heather took her big step into the unknown and started building a dōTERRA business. After almost a decade as a dōTERRA customer and having already built a successful networking marketing business before, Heather hoped—and even expected—her progress to be fast.

**"We're grateful on a regular basis that we're where we are with dōTERRA, working with the people we do. Our impact is so much deeper and extensive by being part of this company. The personal freedom we'd been seeking is becoming a reality."**—Heather Andersen

However, things didn't go as expected. She explains, "We had a study going with 300 people right when the US shut down in March 2020. We thought we'd have loads of enrollments and tons of rank advancements. But when things shut down, many people lost their jobs and were afraid. They didn't know if they'd have a paycheck, so they closed their wallets. Also, my skills were in home classes and parties, and people weren't doing that at all. We had to pivot to virtual networking, trying to figure out how to connect with everyone and provide quality essential oil experiences. It was tough, but we just kept going. We tried different things. We didn't quit. I worked tirelessly through the pandemic, plowing forward (and through our savings). There was no other option but for this business to work."

Looking back, Heather says, "My expectations and timelines frustrated me, and I felt like things just weren't working. Something I realize now is though your rank may not reflect forward movement, as long as you're consistently working on your business, there's real growth happening. I had no movement for a long time and then double rank advanced. The growth was there. I just wasn't seeing it."

All things considered, the growth of Heather's business has been incredibly fast. She achieved Diamond in 18 months and qualified for both US Founders Club 2.0 and Blue Diamond only a year after that. Regardless of how fast you feel your business is or isn't progressing, Heather offers this reminder: "You're doing better than you think you are. You're moving forward, even if you can't see it right now."



Elyse Hanselman | Allen Park, Michigan, USA

# Attempt Anyway

In 2020, Elyse decided to go for Diamond. It was early in the pandemic and seemed like a bold move, but she also felt it was time. She discussed it with her upline, and together they made a four-month strategy that would allow her to reach Diamond for the first time in November 2020. She announced it to her team, rallying everyone for the journey they'd all be taking.

And then, one by one, her leaders quit or stepped back. Nine people—almost her entire team—left. Elyse says, “For about a month, I cried and felt hopeless.” But when she asked her upline if she should even attempt her lofty goal anymore, Elyse received a firm yes. “My upline told me she'd let me wallow long enough and of course I should still go for Diamond. She asked, ‘What's the alternative? You're just not going to try? You're a strong leader. You're building your business anyway. It doesn't make any sense not to go for it.’”

Somehow, Elyse made it happen. In November 2020, she hit Diamond for the first time. “I learned a lot throughout that process,” she reflects. “I learned I can't control what my team or leaders do. I can only control how I handle it. I learned not everyone is going to be with me long-term, but everyone is a special part of my journey, and I can respect, love, and support where each person is. I learned about my own mindset and grit. Now, when I have team members who are feeling down, or when they have someone quit, I have that story. It helps my team see things will be okay. People quitting is part of your journey, and you can still hit your goals.”

## Advice from Elyse

“I wish I could go back and tell myself to talk about the business more. I was so focused on the products and helping people with their health that I just didn't focus on finding business builders and spreading the joy of sharing essential oils. I realized I could not only progress faster in this business with more leaders and sharers but also have a greater impact, helping 10 times more people. That was a huge shift for me.”

When Elyse has a leader who's struggling, she follows a checklist to identify where support is needed:

- Are they pursuing personal development? Everyone has struggles and challenges, so pursuing personal development and listening to other successful people can take them places they can't get to alone. “When I'm stuck, I take the time to really dig into my mindset and actions and do some personal development.”
- How many people are they connecting with each week? Are they actually spending time doing the PIPES activities? If not, get their focus back on PIPES.
- Are they doing weekly mentor calls or check-ins with their upline? Are they attending team calls to feel connected? Entrepreneurship can be lonely. It's important that they stay connected, whether through team calls, weekly mentor calls, corporate events, and so on.
- Are they talking about the business opportunity with people?
- What's their Why? What are their personal goals with dōTERRA?

Elyse says, “Usually, diving deep into a few of these prompts helps me and the leader see where there might be gaps—especially when it comes to their Why and their goals, which can get lost in the process. I feel like part my job is to help them remember why they're building a dōTERRA business in the first place and bring them back to their original goals during the inevitable hard times.”

“This business is incredible in so many ways, but one of my favorite parts is that it is truly servant leadership. I can't be successful without helping others succeed. How beautiful is that?”

Elyse Hanselman

Image by Courtney Raines





# Congratulations on Reaching Presidential Diamond

**Matt and Seantay Hall** | American Fork, Utah, USA





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

It was a seven-year journey to Presidential Diamond. We had lots of ups and downs. We spent our first 10 months at Elite (despite working extremely hard on our business). Then we plateaued at Platinum for four years, but we kept moving forward with faith and a clear vision of what we wanted to create.

The biggest lesson we've learned is the only true limitations are the ones we put on ourselves. With a combination of hard work, ingenuity, and persistence, anything is possible. It's never your circumstances that determine your results.

Our biggest hurdles—both emotionally and for our business—cropped up when people we believed in decided to step away. It required us to detach ourselves from any one person's commitment and always actively look for our next Diamond leader! We had to keep our minds right and our feet moving.

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

Recognize that all your results come from your way of thinking and start retraining your brain. All our biggest breakthroughs and advancements in our business came from consistent effort paired with important mindset shifts. Mindset coaching played such a pivotal role for our success that Seantay became a certified coach to help others experience similar breakthroughs.

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

Our dynamics have shifted a lot over the years. We both committed early on to become proficient in all building roles, which has allowed us to do what we call “hacky-sacking,” supporting each other. We both teach classes, recruit, train, and mentor.

We've never achieved (or needed) perfect balance to be happy or feel loved. We just do our best, and sometimes we fail. We feel like this business model overall allows for more balance in family and career, and it teaches our kids good principles like service.

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

If you're stressed, you'll likely be stressed with or without going for Presidential Diamond. It isn't actually the effort or workload that causes stress, but rather your mindset.

Reaching Presidential Diamond creates so much freedom, and the journey to get there will shape you into a better version of yourself. It's allowed us to travel around the world as a family, create unforgettable memories, and learn valuable lessons together.

What motivates you to continue building your business?

The emotional revenue of building a dōTERRA business is truly amazing. We love helping new people experience a level of freedom. We also have big financial goals and dream of a potential recurring income.

“The only true limitations are the ones we put on ourselves. With a combination of hard work, ingenuity, and persistence, anything is possible.”

## Seantay Hall

We're inspired by discovering and exemplifying what's possible. There's always more to learn and more people to serve. We believe in living an abundant life and striving for mastery in all areas.

dōTERRA is the best vehicle to do all these things. Why on earth would we stop?

How has your dōTERRA business changed your life?

It's harder to think of ways dōTERRA hasn't dramatically influenced us for the better. We've been able to move and live wherever we want, put our kids in the school of our dreams, and travel the world, adventuring with our kids and serving our dōTERRA team. We have the best tools for well-being and a career that's deeply fulfilling. We're so grateful.





# Give Sustainably

THROUGH THE



dōTERRA isn't afraid to be different—whether it's our product quality or our sourcing model. We choose to do good not just for our customers, but also for our suppliers through Cō-Impact Sourcing® and social impact projects funded by the dōTERRA Healing Hands Foundation®. We choose to give back to the communities who provide the products we all know and love. That's why, by 2030, we're determined to sustainably triple our impact.

That means tripling the number of children attending school, hospitals built, healthy babies born, families who have access to safe and clean drinking water, and people empowered to make changes in their lives. To accomplish this, we're asking you, our business builders, to bolster our efforts by joining the 25 Collective and encouraging your teams to do the same.



## What's the 25 Collective?

Launched at dōTERRA Connection 2022 | Heal, the 25 Collective is a group of committed monthly donors who sustain communities worldwide through dōTERRA Healing Hands® initiatives. By donating \$25 or more a month on your LRP, you support the dōTERRA Healing Hands Foundation in its efforts to empower communities to be healthy, safe, and self-reliant.

Eric Larsen, master distributor and dōTERRA Double Diamond, shared, "Giving as a group—or collective—lets us achieve a greater impact than any of us could achieve alone. Giving together lets us be Impact Advocates and make significant contributions globally."

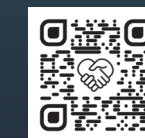
## Become an Impact Advocate Today

By joining the 25 Collective, you become an Impact Advocate and enjoy access to several unique benefits, including:

- Prioritized consideration for Cō-Impact Sourcing Trip drawings
- Regular impact calls with implementation partners and key members of our sourcing communities
- Regular impact reports
- Future specialty 25 Collective swag

## And there's a lot more to come!

If we're going to reach our impact goals by 2030, we need every member of our dōTERRA family to step up. Join us by giving monthly to empower people all around the globe!



Sign up and  
learn more

See solicitation disclosures on page 83.



Tatiana Timofeeva | Minneapolis, Minnesota, USA

# Invest In Yourself

**"Don't force your hopes and dreams onto other people. Listen to them and be realistic about what they want. Then give them space to dream in their own ways."**—Tatiana Timofeeva

Before deciding to create a dōTERRA® business, Tatiana struggled to maintain a work-life balance in her corporate position. "It was tiring. My balance was completely compromised." One of the great appeals of a dōTERRA business for her is the potential for balance and flexibility. "dōTERRA actually allows me to be more flexible in life," she says. "I can work and care for my family!"

Tatiana achieves flexibility in her business with clear priorities. "I tend to prioritize only what will create the most impact and move other, smaller priorities to the side or completely delete them." She recommends anyone building a business—or just seeking greater work-life balance—try this approach and master it: ***"Once a month, write down the three most important goals you want to accomplish. Every morning, write down the five most important things you need to do that day, aligning them with your monthly goals. If they don't align or aren't critical, just delete them. You can even do this with yearly goals!"***

One of Tatiana's top priorities has been attending dōTERRA events with members of her team. "I ensure my builders fully experience dōTERRA by dōTERRA." This focused effort has paid off immensely for her, keeping her vision and dream alive. "When I was struggling myself, I accidentally won a trip to Mexico! (the last spot!), and I brought a builder who was also about to quit. It was life-changing. After returning, we both grew quickly. We committed to participating in as many dōTERRA events as possible and have tried to win—and motivate the team to win—spots on Incentive Trips." She continues, "There's something magical about dōTERRA events. If you truly want to grow, I suggest going to the events."

Another important priority Tatiana advocates for is self-reflection and development. She feels that, too often in this business, people can push success onto those around them. "We fantasize, thinking, *Wow, I finally found the right people, so I'm putting all my hopes and dreams on them.*" Instead, Tatiana always looks at herself, holding herself accountable for her dreams and business. "I've learned it's not another person who makes you successful. It's you," she says. "I want to be a rock-solid network marketing professional, and I measure my success by my personal growth. If something fails, it means I failed somewhere along the way."

Setting clear, impactful priorities centered around her team and herself has led Tatiana to where she is today. She advises others walking the same path to wisely prioritize and invest in themselves. "Be the greater person. Choose to reshape yourself to where you want to live. Success is something you attract by the person you become. So invest in yourself, and everything will change."

Image by Gulia Tess Photography



Suzanne and Derek Williams | Layton, Utah, USA

# Don't Count Anyone Out

When they first signed up with dōTERRA, Suzanne and Derek weren't what some might have assumed to be ideal builders. "We'd just moved thousands of miles across the country from South Jordan, Utah, to Little Rock, Arkansas, for Derek to go to law school," Suzanne recalls. "I was a stay-at-home homeschool mom. We had eight children, at the time ranging from age two to in college. And we were on a super tight budget." So tight that they couldn't even afford the essential oils they loved, which they were introduced to by Wellness Advocate Gale Sangren.

However, Gale informed them they could earn free products by sharing with others. "We had few friends as we were in a new place, knew next to nothing about the industry, and didn't know if we could teach a good class," Suzanne says. They weren't confident they could make it work as a business or even get the free oils.

But with the faith Gale showed in them and their own growing desire to live their ideal life, Suzanne and Derek decided to go all in together. "We taught as many classes as we could as fast as possible, sharing about these wonderful products so that we could have the money we needed for our loyalty order. But we were surprised by the success we found." Together, the couple elevated their business to heights they hadn't even imagined. "We built this dōTERRA business

together as a couple from the beginning. Ever since, we both try to attend all the classes we can. And we love to teach classes together or to take turns with who teaches. We've done Diamond Club three times."

Their experiences building a dōTERRA business taught Suzanne and Derek two useful lessons. "People can reach their dōTERRA goals as long as they stay committed and maintain forward movement each day." It wasn't easy to start where they did, but by combining their talents, persevering, and believing strongly in the opportunity in front of them, Suzanne and Derek made it a success, realizing this: "Don't count anyone out. Those with low income, busy schedules, or any other seeming disadvantages—no one. Absolutely everyone needs these oils."

What Suzanne and Derek love most about their dōTERRA business is that it's entirely theirs. "We can work it into our day as we see fit," says Suzanne. "We never have to miss an important family event because we can choose when we work. It's amazing." Being able to live life on their terms has increased their desire to share dōTERRA. To all builders and customers, Suzanne advises, "Let's share the incredible opportunity that dōTERRA offers with everyone, regardless of socioeconomic status or any other perceived advantages or disadvantages in life."

“I've developed so much more confidence—confidence that I can care for my family with pure essential oils, confidence that I can teach a good class, confidence that I can share wisdom with the world. And I'm more confident than ever that there's someone out there who's searching for the answers have.”

Suzanne Williams



Achieving the right balance of personal and family time with work is a consistent challenge for a lot of business builders. To help you find your balance, here are a couple effective tips from Diamonds Suzanne and Derek:

**Get your significant other on board.** "Bring him or her to convention and to any training you can. Nothing beats your combined energy and power. And you'll definitely need the support in those moments when you feel like quitting or like your goals are impossibly out of reach."

**Clarify priorities and keep a schedule.** "Your priorities are your priorities. For us, family should always come first. From there, you need to plan and stick to a schedule, carving out specific hours each day to work on your business instead of trying to fit it in when there's time. Because, as we all know, there's never (enough) time."





“The only way to do great work is to love what you do.”

—  
Steve Jobs



A close-up portrait of Wendy Teng, a woman with long, wavy brown hair, smiling warmly at the camera. She is wearing a dark top and a necklace. The background is softly blurred.

**Wendy Teng** | Waterloo, Ontario, CAN

# Share from the Heart

Wendy's dōTERRA journey first began when a friend gifted her a bottle of Lavender. Two years of relaxing smells and restful environments later, Wendy learned she could share her love of essential oils with others by building a dōTERRA business.

But building her business wasn't always a walk through lavender fields. Trying to network with small children was challenging, especially since Wendy wanted to give her young family the love and attention it deserved. However, Wendy says, "I never considered quitting, because I had a heart full of love. Helping others, fulfilling moral responsibilities, and making social contributions are always on my mind." When she's stressed or overwhelmed, Wendy "slows down the pace, takes some time to rest, and participates in spiritual growth lessons."

Above all, Wendy has learned the importance of strong, edifying connections. She suggests, "Don't share for the money. Share for your heart." Wendy's love for her team and her family's support have helped her step up to every challenge. Of course, Wendy's team has experienced its fair share of troubles, but Wendy's experiences have helped her reach out to members of her team who needed a little encouragement. It was hard to not try to solve their problems for them, but Wendy has found hands-off support to be very effective. "Some builders gave up because of various circumstances. All I can do is support them, show them patience, and help them walk through difficulties with love and enthusiasm."

Wendy advice to new and experienced builders is, "Unremittingly remember your original intention. Be that one unique star in the sky. Shine for yourself and shine for others."

## Wendy's Tips for Building Relationships with Your Team

- Be patient
- Help them improve themselves
- Be a teacher
- Help them through difficulties with love and enthusiasm
- Don't solve their problems for them
- Encourage and praise before correcting them

“Help your downline build a proper mindset. Support them in their self-improvement. Let them participate in your sharing sessions and take responsibility by being a teacher. Teach them to use their own strategies to help their members. Helping them will also improve your planning, organizing, and thinking skills.”



**Wendy Teng**



# L'aventure

Lorsque Pascale a découvert dōTERRA, non seulement elle aimait l'idée de travailler avec des produits naturels, mais elle aimait également les valeurs de la compagnie. « Tout était en place pour que je réussisse : les produits, l'entreprise, le plan de rémunération. Il suffisait que je me mette au travail pour que mes objectifs se réalisent. »

Pascale a plongé à fond dans l'aventure. « J'ai bâti mon entreprise, mais je me suis épuisée. » Si elle pouvait recommencer, Pascale prendrait plus soin d'elle. « J'utiliserais beaucoup plus mes produits pour nourrir mon corps et je ferais plus attention à la qualité de mon sommeil. »

« Je dis toujours aux bâtisseurs de mon équipe que la première année est la plus difficile parce qu'on a tout à apprendre. Lors de ma première année, j'ai failli tout arrêter. Je n'avais pas beaucoup d'argent et je n'en gagnais pas. » Pascale a persévéré. Son moment décisif a été celui où elle a vraiment appris à connaître ses produits et à les utiliser de façon régulière. « J'ai aussi appris à faire confiance à l'entreprise. À partir de ce moment, il était clair pour moi que je n'arrêterais jamais de bâtir mon entreprise dōTERRA. » Lorsqu'on a une entreprise,

il est normal de voir des gens arriver et partir. Pour Pascale, le départ de certaines personnes est difficile, mais elle a choisi d'y voir une occasion de croissance. « J'ai appris deux grandes leçons, affirme-t-elle. D'abord, il faut comprendre l'importance de travailler en étroite collaboration avec les bâtisseurs de votre équipe. Concentrez-vous sur les raisons qui les animent, apprenez à mieux les connaître et aidez-les à s'intégrer à votre équipe. De plus, parlez de l'entreprise autant que vous parlez des produits. Pour Pascale, ces deux approches vont de pair. Comme ça, si quelqu'un décide de quitter l'aventure dōTERRA, il y a toujours d'autres personnes qui seront prêtes à se lancer. »

Pascale profite de la création d'une entreprise dōTERRA de nombreuses façons, mais elle est surtout reconnaissante d'avoir l'occasion d'aider les gens à prendre soin d'eux et des autres. « Je suis impressionnée par l'impact positif que peut avoir dōTERRA. L'impact est grand dans nos équipes, mais aussi partout dans le monde. » Chaque jour, mon amour pour les produits et l'entreprise grandit, ajoute-t-elle. Après cinq ans dans l'entreprise, j'ai l'impression que cette formidable aventure ne fait que commencer. »



## Miser sur les forces

Une des choses que Pascale préfère dans son travail c'est les rencontres avec des bâtisseurs. « J'aime les gens et j'aime tisser des liens avec eux. Mes forces me permettent de connecter, puis d'aider les gens à aller de l'avant. » Lorsque Pascale a de nouvelles personnes dans son équipe, elle s'assure leur faire passer un test de forces. « De cette façon, je me mets au diapason et je peux communiquer plus facilement avec eux ».

« Chercher des excuses ne sert à rien. Il faut passer à l'action! C'est ensemble que nous pouvons accomplir de grandes choses. »

—Pascale Boucher



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FOR

# Stronger Together

dōTERRA | 2023  
Leadership Retreat

**Hurry! Early bird pricing  
ends February 15th 2023**

This year, we're hosting dōTERRA Leadership Retreat in beautiful Orlando, Florida, at the Orange County Convention Center. Leadership Retreat has so much to offer to those looking to learn and excel. Here are just a few things you can look forward to:

- Experience strategic direction for 2023 from the Founding Executives
- Join customizable breakout schedules on a variety of business topics
- Participate in powerful networking and relationship-building opportunities
- Learn from inspirational speakers
- Get access to exclusive swag



# It Just Makes Sense

**"Stay consistent and do things that work. Manage the ups and downs of uplines and downlines while always keeping in mind that we are each on our own individual journeys. Don't internalize rejection, just keep searching."**—Katelyn Neil

Anyone who knows Katelyn, knows that she has a desire to help others. Like many other wellness advocates, Katelyn joined dōTERRA for the product, but she stayed for the fulfillment of sharing the dōTERRA message with anyone who needs to hear it.

Katelyn's passion started when she experienced the pain and devastation of September 11, 2001. She had just graduated high school and the terrorist attacks convinced her that the next step in life was to join the Marines. "I joined the Marines because it just made sense.

I wanted to serve. I wanted to be part of the fight. I wanted to protect my country and the freedom that we had."

Katelyn was deployed to Iraq where she saw true horrors. Rather than focus on her own troubles, though, Katelyn continued her purpose, with the images of those she'd lost, and others who had lost so much, motivating her.

Katelyn became a true hero for her country but over time she began to feel the stress and strain of her existence.

After her time in Iraq, Katelyn joined a big city fire department. "I suppressed every feeling about every 911 call I answered. As a paramedic, I was again where I had to watch people die and see their families sometimes fall to the floor in agony as we told them bad news." She felt like she was doing what made sense, but she felt she needed more. "I was a wreck and nobody noticed. I was confused about who I was and what I was doing . . . I was the person waiting for someone to share oils with me. I was the person who anyone pursuing the business needed."

Then it happened. A wellness advocate scheduled a class at Katelyn's place of work and she attended, ready for nontoxic solutions. "This really made sense," she says.

Katelyn has stayed consistent in her dōTERRA journey through the ups and the downs of building a business. She now serves by immersing herself in the dōTERRA business and research of the products. There are wonderful people who are hiding and hurting in so many ways. "Serve others," Katelyn says, "and search for those who need help. It just makes sense."

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

Image by Palmetto Snapshots



Josée Ruelland | Lac-Beauport, Québec, CAN

# Nourrissez vos rêves

La volonté de Josée de réussir l'a bien servie dans son parcours avec dōTERRA®. Son amour pour les produits, le modèle d'affaires et le support apporté aux membres de son équipe l'a amenée là où elle est aujourd'hui, elle qui est devenue la première leader à joindre les rangs des Leaders du marché canadien-français.

« Quand je ressens une baisse d'énergie ou de motivation, quand j'ai l'impression de manquer de souffle, je mets mes chaussures et je vais courir. La course m'aide à ramener mon cerveau en mode créatif. Je trouve de nouvelles idées, je vois le bon côté des choses et je me sens prête à relever n'importe quel défi et à mettre en place les bonnes stratégies de résolution de problèmes. »

Josée sait qu'il peut être difficile de gérer une équipe. Tout le monde n'a pas les mêmes rêves que vous. Josée a connu des moments difficiles, mais elle a appris que la communication bienveillante avec ses collègues représentants du bien-être est essentielle pour établir des relations au sein d'une entreprise dōTERRA. « J'ai beaucoup appris auprès de membres de l'équipe qui ont aussi éprouvé des difficultés, admet-elle. J'essaie de ne pas les diriger, mais plutôt de les aider à trouver des solutions par eux-mêmes. C'est par leurs petites victoires qu'ils peuvent retrouver confiance en eux et en leurs entreprises. Essayez de considérer les difficultés de votre entreprise comme des défis et des occasions de croissance. »

Un autre obstacle auquel Josée a dû faire face est la conciliation entreprise et vie familiale. En tant que mère et épouse d'un entrepreneur prospère, Josée s'est rendu compte que pour exécuter son plan d'affaires dōTERRA, elle allait devoir recadrer ses priorités et le temps accordé à ses activités. « Il faut éviter les distractions, conseille-t-elle. S'entourer de personnes optimistes et d'énergie positive est la clé du succès. Vous devez nourrir votre état d'esprit, vos rêves et votre désir de réussir! »

Josée et son mari ont uni leur esprit entrepreneurial et ont élaboré des stratégies pour que leur vie familiale et leurs entreprises respectives puissent prospérer.

Son emploi du temps est rempli de défis motivants, beaucoup plus qu'avant qu'elle joigne dōTERRA. Elle peut gérer son horaire comme elle le souhaite et elle peut pousser son entreprise au niveau supérieur, sans aucune limite!

« J'ai toujours hâte au lundi matin et je consacre la journée entière à mes stratégies, à ma passion pour les huiles essentielles et à mon équipe. Je n'ai jamais envie d'abandonner et de retourner à mon ancienne vie. La liberté que m'offre dōTERRA est inestimable! »



“Pour réussir quelque chose, vous devez le mettre en pratique chaque jour, peu importe votre âge ou vos objectifs. Votre entreprise dōTERRA ne fait pas exception. Faites les bons choix et utilisez votre temps libre pour concrétiser vos rêves.”

Josée Ruelland

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



## Bien communiquer

Tissez des liens avec les gens et communiquez bien avec votre équipe. Le meilleur conseil de Josée est d'écouter attentivement les membres de votre équipe, de découvrir ce qui les motive vraiment, de connaître leurs forces et leurs faiblesses et de les aider à trouver leur Pourquoi.



Scan here to  
read in English

Images de Christyna Mérette Photographie





dōTERRA®  
MetaPWR™

# Power to Be \_\_\_\_\_ in 2023

Aligned, Elevated, Diligent, Capable, Active, Better.  
You fill in the blank. What do you want to be in 2023?

## Choose Your Mantra

Instead of new years resolutions—which studies show that only 46% of people who are successful in completing—instead, try a theme or mantra for your year. This can be a word or phrase that guides your actions and health decisions throughout the year. A theme gives you a direction to pursue—a future version of yourself to work toward. When you make decisions based on what you want your future to look like, it's far easier to create habits that support the life you want.

## Bring It to Your Team with 30 Days of Metabolic Support

Take advantage of the momentum that comes with a new year to help your team, customers, new enrollees, and potential customers to jump start their wellness journeys.

We are providing you with the tools for a successful 30 days, it's just up to you to host it. You can start your 30 days of support whenever, but people are more likely to set new intentions at the beginning of the year, so why not start now? That said, you can teach this class anytime—the first of the month, Mondays, new moons, birthdays. There are so many opportunities and reasons to set a new intention for the rest of the year.

## 30 Days of Metabolic Support at a Glance

- **Week 1** Health begins with putting nutritious foods— the right fuel—in your body.
- **Week 2** This week, you'll focus on rest and digestion, which are just as essential as nutrition. Got to digest those nutrients you're taking in!
- **Week 3** Whether you're just starting out, exercising regularly, or getting back to it after a break, you'll think about movement like you did eating—from a long-term lifestyle perspective.
- **Week 4** Your metabolism is a complex system that you'll learn how to support this week.

**Why stop now?** Commit to another 30 days and join us for new ways to habit stack and live a more powerful life.

## Other Class Materials Include:

- |                        |                               |                       |
|------------------------|-------------------------------|-----------------------|
| • Power to Be Workbook | • Power to Be Class PPT       | • Social Media Assets |
| • Class Script PDF     | • "Power to Be" MetaPWR Video | in DMK                |



Learn more  
here



dōTERRA®

# Business Tools and Resources

## Business Training



### Empowered Success Webinar

Get relevant training for building your dōTERRA business. Learn from top leaders the first Monday of every month.



Register  
now



### Business Building Certification Course

The dōTERRA Business Building Certification was created using established, duplicatable methods taught by top leaders. Filled to the brim with scripts, tips, and tools from some of the most effective leaders in the business, use this complementary course to onboard your new builders.

Free to Wellness Advocates



Take the  
course



### Building Your Business with dōTERRA Podcast

Subscribe for bite-sized business advice from top Wellness Advocates. You'll get concrete ideas on how to successfully enroll new customers, take advantage of one-on-ones, deal with no-show classes, and much more.



Listen  
now



### Business Advancement Team

If you don't have an upline to guide you, we're here to provide answers to your questions. The Business Advancement team is committed to assisting Wellness Advocates ranked from Consultant to Premier who want to advance their businesses. They answer general questions and provide business education.

#### Contact Information Hours:

Monday–Friday, 8:00 a.m.–6:00 p.m.

Phone: (801) 370-2140

Email: [businessadvancement@doterra.com](mailto:businessadvancement@doterra.com)



Printed Business Tools



**Business Building Guide**  
Whether you're making a career change or simply wanting to earn extra money, the *Business Building Guide* is a convenient, one-stop shop for you to build your thriving business.

60214699 | Wholesale: \$10.00

**Live Guide**  
Assess personal wellness with the *Live Guide* and find the right dōTERRA natural solutions. Use this guide to conduct Wellness Consults for new members to help them get on LRP.

60225081 | 10-Pack  
Wholesale: \$12.00



**Natural Solutions Class Handout**  
This handout helps you effectively educate others about the natural, safe, and effective solutions dōTERRA offers.

60221533 | 10-Pack  
Wholesale: \$7.00

**Healthy Can be Simple Brochure**  
Use this booklet alongside an oil sample to introduce future customers to essential oil solutions for some of their most common health challenges.

60223187 | 10-Pack  
Wholesale: \$8.00



**Living Magazine**  
*Living* is a unique and compelling lifestyle magazine sent to all new enrollments that helps the reader gain a richer understanding of dōTERRA products, people, and initiatives. Utilize this resource to reignite your customer base by teaching continuing education classes based on the relevant and powerful articles.

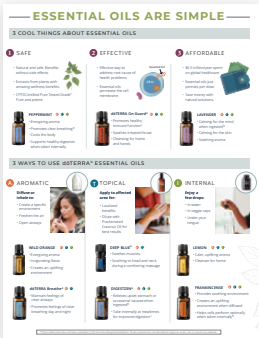
60221088 | Wholesale: \$3.00



**Class in a Box**  
With more products than ever before, the new Class in a Box kit will help you hold effective classes and one-on-ones while giving potential customers impactful essential oil experiences. Save time and money and set yourself up for success with this simple kit. This kit includes:

- 10 Wild Orange 5 mL oils to use as enrolling and booking incentives
- 1 pack of Deep Blue® Rub Samples, 1 pack of dōTERRA On Guard® Protecting Throat Drops, 1 pack of dōTERRA On Guard® Natural Whitening Toothpaste Samples, and 24 1/4 sample drams to make sampling convenient
- 50 *Essential Oils Are Simple* class handouts
- 10 *Live Guides* to hold simple Wellness Consults and boost LRP

60224536 | Wholesale: \$35.00



**Essential Oils Are Simple Tear Pad**  
No matter your rank, this class is easy to teach and duplicate and gives your customers the information they need to get started with essential oils right away. This convenient tear pad has 50 class handouts.

60221114 | Wholesale: \$5.00



**Essential Leadership Magazine**  
*Essential Leadership* is a unique tool geared toward Wellness Advocates seeking information on how to build a dōTERRA business. Read about dōTERRA leaders and their journey to success and receive expert tips on leadership and business building.

60223131 | Wholesale: \$3.00

Digital Business Tools

dōTERRA® | Social

Social media doesn't have to be complicated. Stay on top of yours with dōTERRA Social. Create, schedule, share, publish, and approve suggested on-brand content from anywhere, anytime.



Try it out with a 2-week free trial

**Digital Marketing Kit**  
This free kit has everything you need to market your business online. From monthly promo graphics to product videos, you have all the tools you need for professional-quality marketing.



Get started



**Link Generator**  
Simplify the enrollment process for customers by sending them a link that is automatically assigned to your referral ID.



Learn more



“Leadership is the capacity to  
translate vision into reality.”

—  
Warren Bennis





dōTERRA®

# Wellness Advocate Recognition

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Patrick & Allyse Sedivy

## Double Presidential Diamonds



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FOUNDER EUR & NAW



David & Tawnya Hsiung  
FOUNDER NAEL, TWN & FOUNDER



Marie-Kim Provencher  
FOUNDER CAN



Boyd & Sandy Truman  
FOUNDER USA



Sun Zhong & Xi Fuchun  
FOUNDER NAEL & FOUNDER





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Andy & Natalie Goddard  
FOUNDER USA



Justin & Keriann Harrison  
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**Daniel & Cristina Benitez**  
FOUNDER USA



**Jeremy & Micki Boberg**



**Ory Gonzalez**



**Daniela Guitart & Francesco Saiu**



**Melyna Harrison**



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**Rachell Brinkerhoff**



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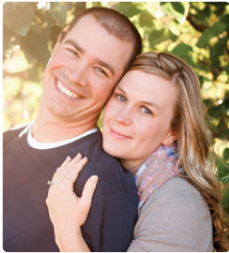
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**James & Tanya Cotterell**



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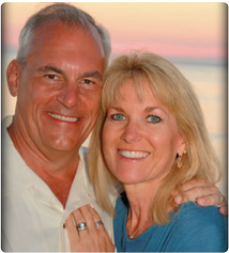
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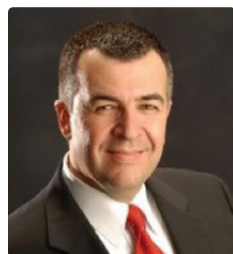
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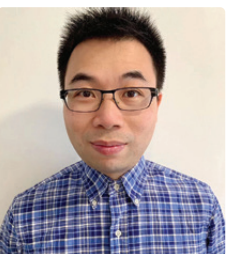
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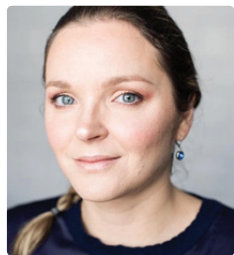
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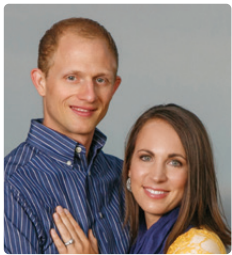
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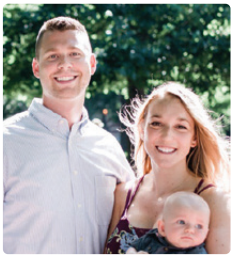
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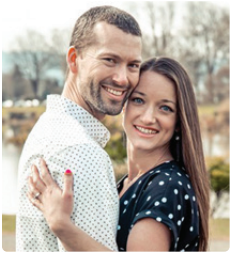
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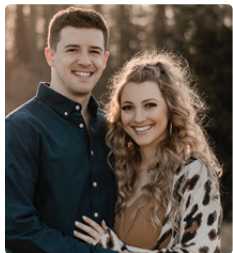
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Drs. Jordan & Tracey Smith



Kali Smith



Matthew & Heather Reed  
FOUNDER USA 2.0



Amanda Reese



Kristi Rehm



Christy Richman



Burke & Natalie Rigby  
FOUNDER USA



Jennifer Snell



Marcy Snodgrass



Sheena Souza



Megan Spoelstra



Nathan & Mindy Spradlin



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Li Li Wang  
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Julie Weinberg & Meredith Kelly



Kate Welch



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Samuel & Melissa Taeu



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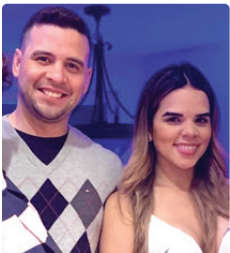
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FOUNDER NAL & USA 2.0



Ling Fang Zheng



Lisa Zimmer



Esther Vermillion



Eddie & Angela Villa



Kenny & Stephanie Wahlberg



Amanda Walljasper-Tate

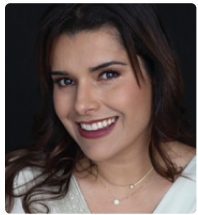


Eric & Sandra Wang

**Diamonds Not Pictured:**  
George Jr. Kleinsasser  
Dawn Schween



Platinums



Penélope Aboites  
FOUNDER MEX



Atanaska Adams



Adrian Ahlstrom



Kelly Alvis



Katchie Ananda



Carolyn Anderson



Enwei Feng  
FOUNDER NAEL



Glenda Flynn



Aaron & Wendy  
Frazier



Marcia Friaca



Raphaëlle Gagnon



Hong Gao



Dr. Ashley  
Anderson  
FOUNDER USA 2.0



Jeremy & Carly  
Bautista



Paul & Lisa  
Bergman



Gabe & Stefanie  
Birrer



Melanie Boutin



Tim & Carrie  
Bradley



Christina Gardner



Daren & Crystelle  
Gates



Brandon & Lindsey  
Gifford



Beth & Georgie  
Gordon



Griffin Gunderson



Suzanne Hall



Patrick & Kathryn  
Brown



Toni Bunting



Dr. Mica Carew



Ben & Adabelle  
Carson



Nathalie  
Chausseau



Wei-Chen Chen &  
Hsiu-Min Huang



Gracie Hammer



Cliff & PJ Hanks



Natalie Harris



Lauren Hayden



Paul & Teri Helms



Terry & Maria  
Heuser-Gassaway



Angela Childs



Dorothy Civitillo



Mike & Rachelle  
Cleary



Rick & Alisse Coil



Matthew & Amiee  
Conner



Rachel Crimmins



Stephne  
Hilgendorf



Julie & Kaulin  
Hinton



Toni & Robert  
Holland



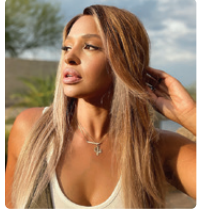
Brent & Annie  
Hone



Joy Horseman



Kriquett Howells



Mary Darnall  
FOUNDER USA 2.0



Brittany & Andy  
Davidson



Robert Day



Vickie Dickson



Valérie Dion



Karine Dostie



Jeffery & Miranda  
Hu



Christy & Reid  
Hughes



Allison Huish



Jeanese Humbert



Katie Hussong



Cynthia Incze  
FOUNDER CAN



Michael & Natalie  
Duerden



Susan Dyess



April Ewaka



Dawn Farris



Knut & Christy  
Feiker



Dana Feldmeier



Caroline Jackson



Jim & Patricia  
Jacobson



Elisa Jaeger  
FOUNDER ECU



Jasmine Jafferli



Lindsey Jafferli



Erin Johnson



Platinums



Robin & Leland Jones



Tiffani Jones



Jishu Kang



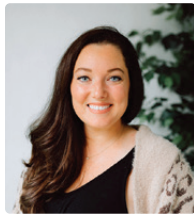
Leah Karratti



Kaiulani Kauihou  
FOUNDER USA 2.0



Colin & Jen Kelly



Dani-elle Owens



Melody Painter Layton



Maranatha Parke



Sandra Pascal



Dick Ray & Stacy Paulsen



Christine Payne



Tracy Keough



Melissa Axtell



Chris & Gary Kirschbaum



Lindsay Knapp



Spencer & Reta Kuhn



Garrison & Cindy Landes



Katee Lyn Payne



Luciana Paz



Betsy Peterson



Zhang Ping



Tracy Prince



Audrey Provencher



David & Lois Lane



Shara Langford



Monika Lavoie



Rebecca Leonardes



Chuck & Christina LeRose



Erin Leveaux



Christina Quist  
FOUNDER ZAF



Katie Ragsdale



Amanda & Kevin Rahija



Janet Ramer



Shawn & Amanda Roberts



Michael & Tracie Roesbery



Dr. Daniel & Katie Leverenz



Jiale Li



Heidi Luekenga



Brooke Magleby



Andrea Manus



Anne Marie & Michael Lamers



Giulia & Daniel Rogers



Brittany Roscheck



Patrick & Mandy Rowland



Mindy Rowser



Becki Ruh



Teresita Ruiz & Raul Ortiz  
FOUNDER NAL



Berny & Janet Marquez



Cris & Patty Martinez



Keiko Marutani



Elizabeth & Manny Matsakis



Brittany McDonald



Angela Melton



Christine Russell



JoAnna Sacco



Stacey Sarros



Katie & Carlyle Schomberg



Julie Ann Scott



Courtney Moses Shepard



Dr. Allie & Dave Mendelson



Noriko Menjivar



Aislinn Mueller



Jane Mullin  
FOUNDER CAN



Darryl & Lydia Nolt



Renee Novello



Amanda Silich



Dianna Smith



John & Jennifer Sorensen



Ashley Srokosz



Brad & Fernanda Stewart  
FOUNDER BRA



Wade & Christine Stolworthy



Platinums



Phil & LeeAnn Stork



Alicia Thomas



Evan & Adrienne Thomas



Adiari Tineo  
FOUNDER NAL



Karolyn Vaillancourt



Ryan & Melissa Vallengunga



Alison van Zandbergen



Sondra Verva



Carrie Vitt



Chad & Susie Walby



Jed & Pam Waldron



Brent & Jenny Walsh



Lynn Wang  
FOUNDER NACL



Yun Wang



Ben & Megan Warden



Austin & Jocelyn Wary



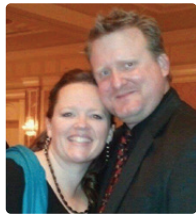
Lane & Angela Watkins



Philip & Roxanne Weaver



Richard & Heidi Weyland



Leon & Bonnie White



Emili Whitney



Lori Williams



Rob & Melissa Wilson



Megan Winfrey



Fred & Marti Winkler



Sara Worth



Lara Wynn



Brittany Yap  
FOUNDER USA 2.0



Daniela Yordanova & Sava Savov



John & Debbie Younggren



Fanny Zaldumbide  
FOUNDER ECU



Yamin Zhang

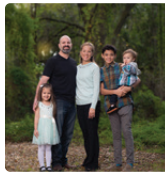


Chrystelle Zimmerman

Platinums Not Pictured:

Pinhua Guo  
Christopher Milousis  
Bailey Rammell  
Kevin Warwood

Gold



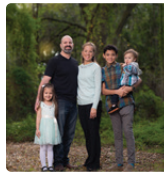
John & Jennifer Accomando  
FOUNDER USA



Kevin & Kim Abair



Elaine & Lawrence Abbott



Jennifer Accomando



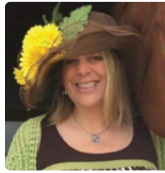
Marty & Kindra Adair



Corianne & Jonathan Adams



Lane Adams



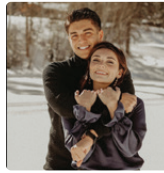
Cynthia Adcock



Carlos & Anne Aguilera



Jennifer Alexander



Jacquelyn & Jordan Al-Hassan



Delora Allen



Mary Jane J Alm



Jayden Almeida



Zander Almeida



David & Shannon Anderson



Mike & Jessica Derryberry



Leanna Andrade



Kelly Andrews



Wilbur & Jessica Andrews



Natalia Angulo  
FOUNDER COL



Rosa Nelly Mina Angulo



Paula Antonini



Angie Archibald



Monika Arenas



Justin & Bridget Arnold



Robin Arnold



Michelle Asmus



Jimmy & Angela Atkin



Karen Atkins



Laura Atterbury



Robert & Kelley Augi



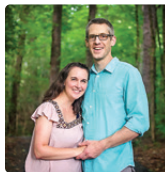
Maripier Authier



Antonia Avery



Laurie Baiao



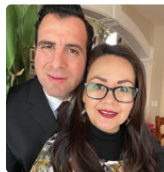
Audra & Brian Bailey



Michelle Bailey



Carol Lindsey Baker



Jesus Baldeemar Lievano



Mackenzie Banta



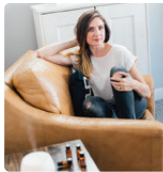
Rhonda Banzhaf



Bakty & Tamazeen Barber



Kate Barber



Julie Barron



Christi Barrus



Jeff & Tamarah Bartmess



Debbie Bastian



Tasha Bates



Jayna Bauer



# Gold



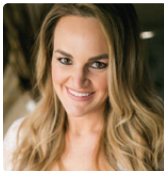
Gary & Amy  
Baumetz



Amanda Beach



Lisa Bearinger



Jenna Beaty



Jerry & Aimee  
Beck



Bree Beery



Dawn & Mark  
Behm



Kirk & Julie Brown



Russ & Char  
Brown



Heather Brubaker



Kelly & Dave Bruni



Annika Buckle



Korina Buehrer



Ruslan & Alina  
Bukharin



Jennifer Bejcek



Ashley & Joe Bell



Christine Bell



Shannon Bellfaust



Fred & Janeice  
Benson



Jody Bento



Elly Bergen



April & Brian  
Burnett



Debbie Burns



Natalia Burrus



Jared & Rebecca  
Burt



Dan & Marcie  
Bush



Matt & Deana  
Bushman



Scott & Hannah  
Byers



Ben & Meredith  
Bergersen



Shawna Renee  
Bielmann



Emily Bigelow



Jessyca Bilodeau



Mira Binzen



Jennifer Bitner



Brooke  
Blankenship



Mayela Cadena



Carla Carina  
Cadremy Cortez



Heidi Cales



Isabel & Daniel  
Calkins



Dawn & Marcello  
Calvinisti



Peter & Mary  
Camiolo



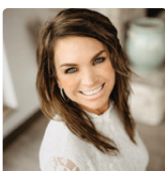
Lori & Chris  
Campbell



Nikki Blanton



Kara Blattman-  
Rock  
FOUNDER ISRL



Jamie Boaglio



Jenna Bodle



Annik Boily



Marcela Boldo  
FOUNDER NAL



Marie-Josée  
Bolduc



Lisa Canipelli Gray



Erika & John  
Cappelmann



Ashley Carey



Joshua & Mary  
Carlisle



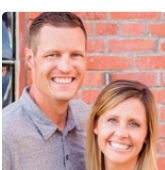
Kelly Carpenter



Lynda Carpenter  
FOUNDER NAW



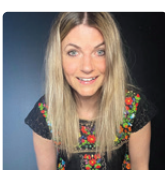
Brian & Chrissy  
Carr



Ryan & Jessi  
Boschma



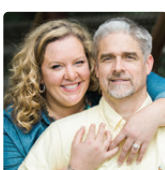
Ruthi Bosco



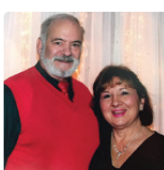
Pascale Boucher



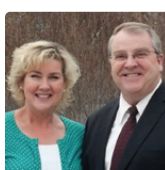
Patricia Bourrillon



Michael &  
Michelle Bowles



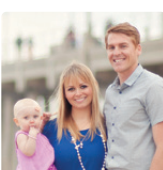
Debi Boyle



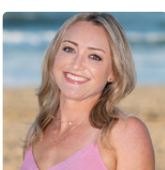
Hal & Jeanne  
Bradley



Natalie & Brian  
Carson



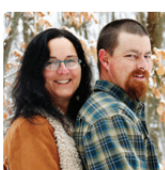
Amy & Jonathan  
Carver



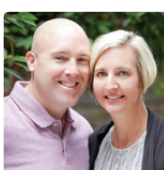
Elicia Casey



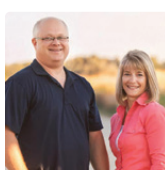
Rachelle &  
Douglas Castor



David & Andrea  
Cauffman



Earl & Lacey  
Chalfant



Thad & Kathy  
Chandler



Joni Bradley  
FOUNDER CAN



Heidi & Ben  
Bramm



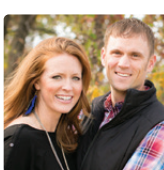
Stephanie  
Braspenninx



Tammy Braye



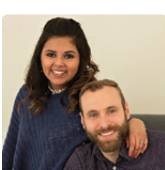
Amelia Breedon



Jason & Kamille  
Breuer



Mathieu Briand



David & Ana  
Chapman



Geneviève  
Chartrand



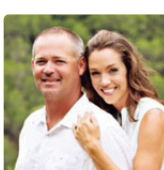
Nicole Chase



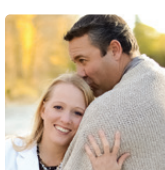
Liyan Chen



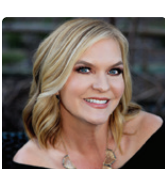
Ying Chen



Michael & Audra  
Chester



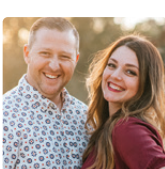
David & Jaclyn  
Child



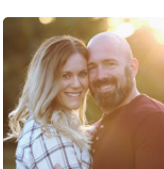
Jen Broas



Kristi Broderick



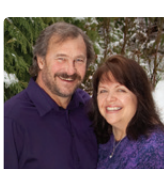
Jake & Alexa  
Brodsky



Tiffany Brossoit



Beau & Kelly  
Brotherton



Don & Cindy  
Brown



Kimberly Brown



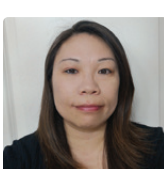
Yang Su Chin



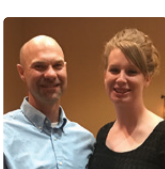
Gina Cho  
FOUNDER NAW



Vicky Chou



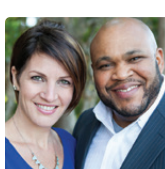
Vivien Chou



Darrel & Katie  
Christoph



Jessica & Nic  
Clark



Kenneth & Hope  
Clark



Golds



Monique Clark



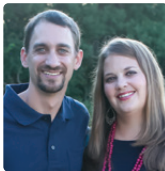
Stefanie Clark



Stuart & Carlin  
Clarke



Rebekah Coakley



Jodi & Jason Cobb



Pam Coca



Allison Cochran  
FOUNDER CAN



Pamela Cohen



Patty Colella



Erica Collins Jones



Maria F Coltharp



Carol Colvin



Emily Cook



Joan Coon



Kathy Cordell



Keisha Cory



Karissa Cosentino  
FOUNDER USA 2.0



Alicia Cottam



Colleen & Jeff  
Cotterell



Craig & Kristin  
Cottle



Andrew & Kelly  
Couch



Tammy Counts



Lynda Couture



Kent & Stephanie  
Crane



Elizabeth  
Crawford



Daniel & Angelia  
Crews



Karel 'Ewalani  
Crowley



Lisa Cusano



Shannon Cutting



Laura Daggett



Eric & Tiffany Dahl



Heather  
Dahlstrom



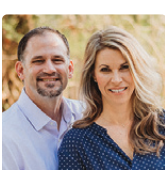
Ryan & Jamie  
Danforth



Chad & Cassandra  
Daugherty



Mathew & Oliviya  
Daugherty



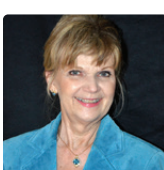
Julie Davey



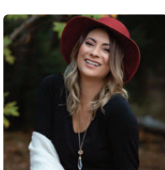
Susan Davidson



Kari Davis



Paulette Davis



Samantha Davis



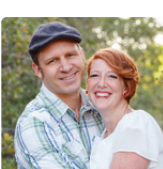
Joyce Day



Emilie De Decker



Aimee Decaigny



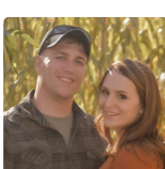
Jared & Mindy  
Degraffenried



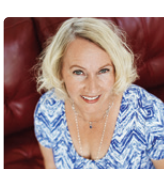
Dianne DelReyes



Emily J DePaul



Stephanie  
DePietro



Lona DeRieux



Isaac & Lindsey  
Deurloo



Inger Devera  
FOUNDER NAL



Judy Diaz-  
Guerrero



Jamie & Ted  
Dibble



Roger & Marlyn  
Didericksen



Erica Dolan



Jessica Nicastrì



Tricia Doran  
FOUNDER NAW



Brian & Krista  
Dove



Amber & Chad  
Drake



Karine Drouin



Shauna Dukes



Kim Duncan



Ashley Dunn



Blake & Jessica  
Easter



Ginny Edmunds



Jessica Edstrom



Marian Edvardsen



Amanda Edwards



Erika Velasquez



Jennifer Egbert



Andrew & Brooke  
Elia



Vivian Engelsen



Steffanie England



Dennis & Mary  
Englert



Leticia Enriquez  
Ugalde



Joel & Fay Epps



Bonnie Erbe



Joan Erfurt



Vicki Ervin



Susana Escobar



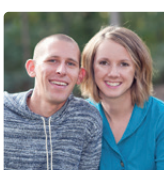
Heather Esslinger



Julie Eubanks



Fabiana Euzebio



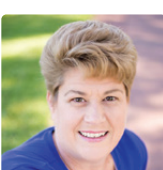
Forrest & Leslie  
Exley



Daniel & Michele  
Fendell



Xiaowen Feng



Rindy Fenlon



Scott & Beth  
Fenton



Sherrie Ferrell



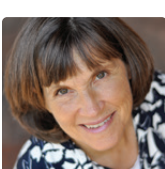
Jenny Ferry



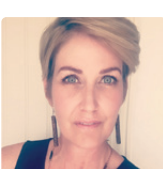
Cate Fierro



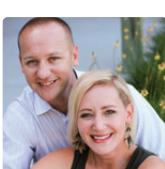
Dr. Dawn & David  
Figlo



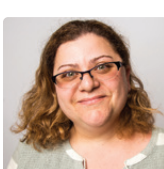
Sharon Fila



Jana Rankin Finch



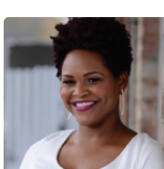
Barrett & Cara  
Fines



Rita Fleysh



Londa Florey



Dani Flynn



Julie Folgate



Golds



Anna Foltz



Beth Ford



Halie Forre



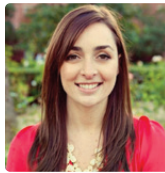
Sandra Forst



Robin Fowler



Candace Fox



Cheryl Frank



SueAnn Grann



Karen Grant



Tatiana Grant



Leon Green



Darren & Rosie  
Gremmert



Renee Grepel



Brook Griffin



Alanna Franklin



Cindy Franz



Robin Fraser



Jennifer Frink



Paul & Stephanie  
Fritz



Kristen Fuchs



Lisa Anne Gafkjen



Edward & Cary  
Griffin



Lacey & Drew  
Grim



Kent & Ellen  
Griswold



Kari Guegold



Christopher &  
Kelsey Guerra



Lindsey Gunsauls



Eva Gustafsson



Kenny & Lindsey  
Gale



Jenny Gann-  
Dudgeon



Lindsey  
Garansuay



Steve & Laura  
Garcia



Vince & Teresa  
Garcia



Christina Garcia-  
Carreras



Corey & Lorina  
Gardner



Melissa Guthrie



Angela Hager



Amanda Haines



Anastasia  
Halcomb



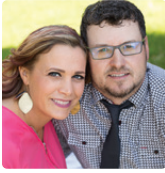
Matthew & Anna  
Hales



Ryan & Kendra  
Hales



Terese Hamilton



Nathan & Joanna  
Geigley



Tamara Gerlach



Leika Garcia  
Gesualdo  
FOUNDER NAL



Michelle Getz



Nicole Gibson



Jackie Gilbert-  
Beaudoin



Elizabeth Giles



Lindsay & Craig  
Hamm



Chad & Megan  
Hammonds



Peggy Handerhan



Rene Hanebutt



Kara Hanks



Giada Hansen



Stanford & Heidi  
Hao



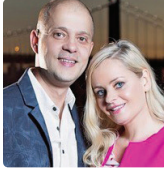
Rebecca & Brian  
Gillespie



Lynn Gines



Valerieann  
Giovanni



Diane & Viktor  
Gjela



Kathryn Glader



Laura Glanville



Tamalu & Brandon  
Glende



Kris Hapgood



Curtis Harding



Jamie Antignani



Ariana Harley



Pamela Harmon



Roxanne Harris



Jeannie Harrison



Keisher Glymph



David Goldberg



Carmen Goldstein



Claudia Gomez  
FOUNDER NAL



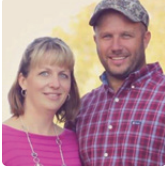
Abigail Gonzales



Lucy Gonzales-  
Romero



Vanessa Gonzalez



Stacey Hart



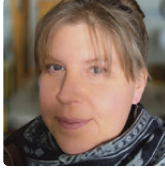
Todd Hart



Lotus Hartley



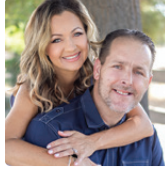
Allison Hays



Amy Hazen



Miranda Hebert



Ellie Hedley



Amanda Goold  
FOUNDER USA 2.0



Pamela Gorgichuk



Catia Gorman



Kathy Goulet  
FOUNDER NAW



Robin Graham



Julie Gramentz



Melodie  
Grammont



Erika Helbing



Guylaine Hélie



Deb Hellman



Elizabeth Hesse



Jon & Eve Hewett






















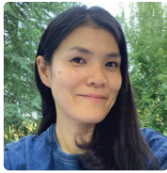

























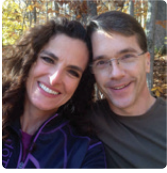


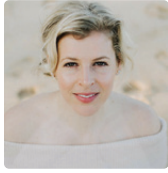

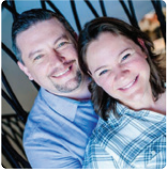




















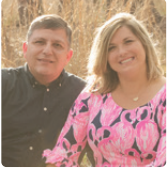


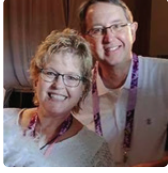













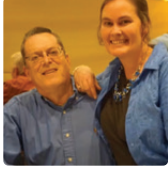









Mike & Beth Hicks



Heidi & Bill  
Higgins














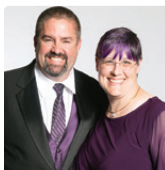




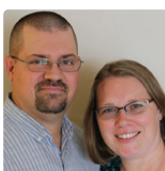

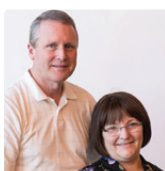







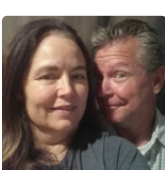

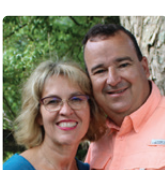
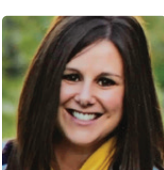





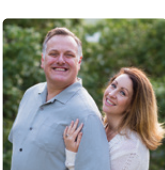




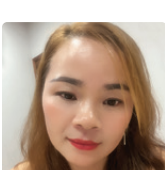

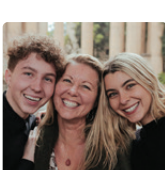
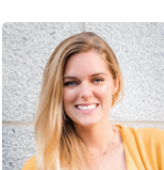
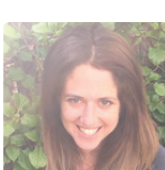
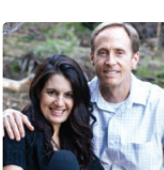
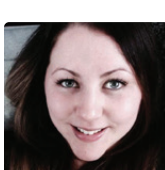

















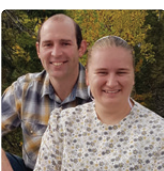

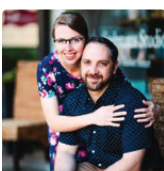





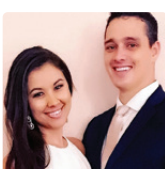










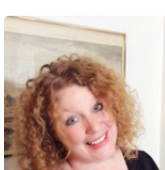
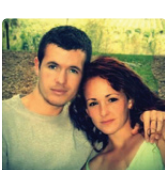


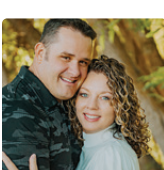
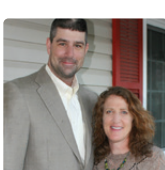



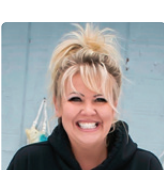

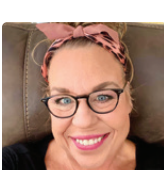
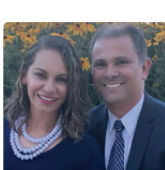
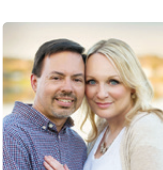

Golds

													
Ed & Sarah Hildebrand	Stephanie Hill	Leonard & Danielle Hillman	Elena Topliceanu Hirlea	Paula Hobson	Mark & Tricia Hoffman	Shaleen Hogan	Marjie Jessop	Christina Jessup	Yi Li Jie & Tian Li Xing	Lori Jimenez	Leslie Johnson	Nancy Johnson	Sarah Johnson
													
Jenn Hoge	Brianna Holbrook	Caroline Holdaway	Greg & Melody Holt	Carol Holtz	Anhee Hong	Joseph & Rachel Hoover	Tracy Johnson	Julie Johnston	Susanna Johnston	Busch & Annette Jones	Jared & Rachel Jones	Sara & Jeff Jones	Bill & Deena Jordan
													
Kim Horne	Dorothy Hostetler	Rachel House	Jeni Houston	Chantal Howard	Valerie Howard	Michelle Howe	Jessica Jovanovich	Lisa Jurecko	Kara Kading	Hannah Kalisch	Sandy Kalisch	Krishel Karras	Jamie Kasarda
													
Jacqueline Howells	Kelli Howie	Yuehao Huang	Denver & Laura Hudson	Mary Kay Huesdash	Cory Hughes	Laura Hughes	SueAnn & Jon Kavanagh	Kate Keck	Bill & Meggen Keefe	Krista Kehoe	Jill Keiran	Ramona & Kirk Keller	Ashley Kema
													
Maryamber Hughes	Jenni Hulburt	John & Virginia Hume	Art & Elane Huprich	Dr. Kevin Hutter	Matthew & Jacqueline Imbrogno	Jennifer Inchiostro	Traci Kennebeck	Blythe Jordan Kerr	Meg Kilcup FOUNDER USA 2.0	Rebecca Kim	Laurel Kimball FOUNDER USA 2.0	Rashelle & Travis Kincaid	Cade & Dominique King
													
Ana Contreras & Rafael Irastorza	Dr. Dan & Kelly Irizarry	Bellia Jackson FOUNDER NAL	Susan Jaeger	Jane & Tom Jaglowski	Dale & Jennifer Jaramillo	Regan Plekenpol	Carol King	Heidi King	Heather Klepfer	Mike & Megan Knorpp	Ashley Knox	Dean & Teresa Koerner	Janelle Kottelenberg
													
Nathalie Jean	Elizabeth Jeffery	Dena Jensen	Lindsay Jensen	Sarah & Peter Jensen	Steve & Sandie Jensen	Jan Jeremias	Jody Kranig	Marzena & Slawomir Krysiak	Mandy & Freddy Kuhn	Chantale Laberge	Pricile De Lacroix	Victoria Ladd	Allen & Heidi Lafferty











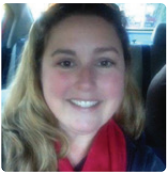

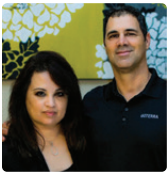






























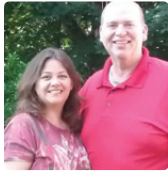






































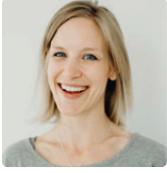






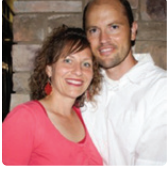










Golds

						
Anne-Marie Lagrange	Ramona Laird	Anick Lalancette	JJ La Rosa Medina & Ilona Lallo	George & Hillary LaMay	Keleen Lambert	Noémie Landreau
						
Amber Landry	Patrick & Tammy Lane	Peggy Langenwalter	Alison Langridge	Lisa Larios	Cheryl Larsen	Rick & Kim Larsen
						
Andrea Larson	Susie Larson	Mabel Law	Nicky & Mike Lawnsby	Matt & Liz Lawrence	Brienne Leah	Bob & Kathi Leale
						
Janyce LeBaron	Michelle Lebaron	Eden Lee FOUNDER USA 2.0	John & Caroline Lee	Arla Leins	Sophie Lemay	Jasmine Lemoyne
						
Chuck & Candy Lentz	Darlene & William LeVan	Chad & Jodi Lewis	Kristina Leymaster	Dan Li	Helen Man Li	Marcia Libra
						
Nancy Linder	Lori Lishan	Amanda Litschke	Lihua Liu	Xiuyun Liu	Ya-Ching Liu	Jen Long
						
Wei Ling Long	Linda Lord	Katrina Lotts	Samantha Lotus	Jessica Lourie	Tom & Ari Lower	Erica Lucas

						
Jose Luis & Karla Linares FOUNDER NAL	Lisa Luke	Adele Lurie FOUNDER CAM	Heidi Lyons	Shannon Macy	Deidra Maddox	Betty Magill
						
James & Cynthia Maguire	Marie-Eve Maheu	Sheri Mahnke	Korina Makaakalani	Michele Malchow	Elizabeth Mara	Julie Margo
						
Rainbeau Mars	Kimberly & Amon Martin	Rick & Emily Martin	Willis & Heather Martin	Mindy Martindale	Mélanie Martineau	Suzy Martyn
						
Jennifer Maruca	John & Patti Mason	Jenalyn Matila	Miki Matsumoto	Clint & Kalyn Matthews	Rosetta Matthews	Richard Maynard
						
Paul & Kristin Mayo	David & Holly Mays	Victoria McAdams	Kristie McCann	Gina McConeghy	Melinda McCormick	Christine McCue
						
Brittany McCullough & David Cantillo	Lisa McCullough	Donna McDowell	Katie & Gary McGiven	Uriah & Lisa McHaffie	Amanda McHugh	Amy McKinley
						
John & Eileen McLean	Jeanne McMurry	Heidi Meadows	Lisa Meckle	Neidy Medina	Krista Melendez	Wendy Mendoza














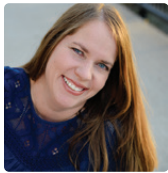



























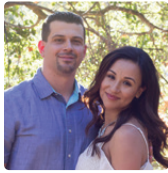



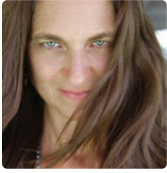










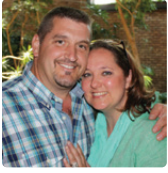













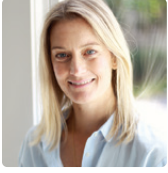



















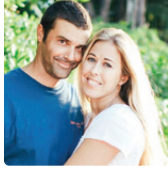









Golds



Gold

														
Jessica Preston	Sherri Price	Daniel & Tiffany Province	Leonani & Kimohae Puailihau FOUNDER USA 2.0	Wayne & Heather Pulsipher	Dale & Susan Purdy	Anthony & Francilene Quan		Candace Romero	David Rooksberry	Deborah Rose	Kemmera Rosema	Joan Rosenbaum	Stacie Rosenlund	Eve Rosno
														
Michele Quesenberry	Heather Quisel	William & Alice Rahn	Jacob & Abi Raines	Keli Ramsey	Krista Randall	Lacey Raposo		Cort & Karli Roszell FOUNDER CAN	Rusty & Jordan Roth	Mona Rousseau	Bryan & Victoria Rowland	Dr. Andrea Ryan	Jessica Ryan	Ian & Jess Sage
														
Charles & Pam Rapp	Corrie Ratzat	Roxanne Ray	Kelly Reagan	Tami Redmon	Angela Reed FOUNDER NAW	Holly Reed		DeVola Samuelson	Diane Sanders	Eric & Gale Sandgren	Ashley Sanger	Carla Santiago	Rui & Jeana Santos FOUNDER NAW	Claudia Saputo
														
Megan Reeves	Meredith Reilly	Susan Reis	Jamila Remington	Barbara Rempel FOUNDER CAN	Julie Reneer	Michelle Renzitti		Kristy Schafer	Stephanie Schlittler-Gutting	Leslie Schmidt	Ava & Jack Schneider	Jill Schoenneman	Monica Schofield	Angelika Schuh
														
Milton & Tiffany Repsher	Liz Reyes-Colon	Bethany Reynolds	Nicolette Reynolds	Dr. Laura Ricci	Isabelle Richard	Michael Rideout		Laurel Schumaker	Roger & Pamala Kay Schwarz	Denise Schwendeman	Robert Scott & Marlyse Okano	Steve & Chelsea Scott	Tatiana Seara	Judith Sears
														
Emily Ridout	Jill Rigby	Elaine Riser	Marie & Rob Rittenhouse	Renata Rivera	Craig & Mary Robbins	Jennifer & Veron Roberts		Chrissy Seibel	Amy Sellers	Nathan & Jolinda Sensenig	Angelica Sepulveda	Nancy Serba	Carolyn Kanani Sargent	Tomas & Suzette Severo
														
Ann Rodman	Bianca Rodriguez	Valeria Rodriguez	Kathy Rogalla	Adriana Rogers	Jodie Rogers	Kristi Rogers		Rebecca Shaffer	Kang Shanbo	Debbie Sharp	Danielle Sharps	Victoria Shaver	Jennifer Shaw	Kevin & Keshia Sheets



Golds



Jennifer Shell



Dr. Brenda Shelton



Sydney & Samuel Sherriff



Jill Shockley



Joan Shodai



Miranda Shrout



Drs. Jake & Christi Shuppe



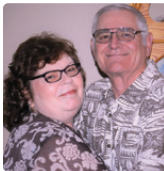
Sylvie Theriault



Pramela Thiagesan



Lauranell Thomas



Dr. Lynn Thompson



Evie Tiffany



Linda Tilley



Patti Tinholt



Kimberlee Simantel



Elena Simmons



Rachel Sirota



Carrie Skluzak



Kim & Darren Smadis



Donelle Smith



Heidi & Jared Smith



Michael & Jen Tomazincic



Shontele Torkelson



Alicia Torres Lisabeth



Kelly Townsend



Matt & Alisha Trask



Glenn & Jessica Travis



Brian & Amanda Trent



Lana Draney Smith



Stephanie Smith



Robyn Smyles



Robert & Sharla Snow



Laura Sohn



Eli & Elizabeth Sokol



Jose Sosa



Jessica & Andreau Trepagnier



Duane & Crystal Tucker



Tim & Sheila Tucker



Caitlin Tyner



Natalie Underberg



Beth Underhill



Kim Ureta



Tiffany Sosa



Patti Spiegel



Miracle Molecules Inc.



Robin Steinfeld Inc.



David Stephens



Tammy Steuber



Dennis & Janette Stevens



Carolina Uribe  
FOUNDER COL



Martine Vallieres



Bill & Marilyn Vansonel



Jonathan & Bre Vargas



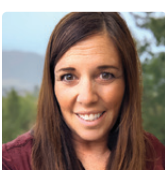
Jennifer Vasich



Jerrie Lynn Vedvei



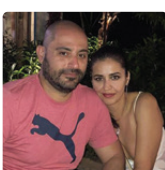
Patsy Vega



Krisa Stewart



Priscilla Stewart



Elena Stoyanova



Norma Strange



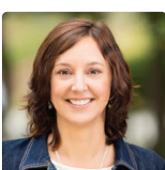
Michael & Kelly Sullivan



Sheila Summerhays



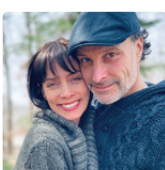
Jennifer Sun



Cynthia Velez



Jovanna Velez-Otero  
FOUNDER NAL



Mélanie Venne & Marc Thibaudau



Vera Ventura



Maile Viela



Caroline Vinal



Nicole Vincent



Dr. Mara Sussman



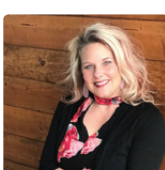
Elizabeth & Elena Swan



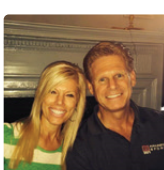
Jeremiah & Bethany Sweet



Gulistan Tagirova



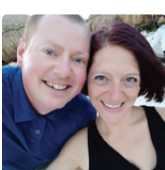
Brandye Taylor



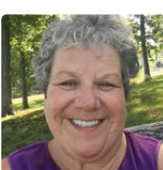
Douglas & Julie Taylor



Heidi Taylor



Zachary & Dana Vineyard



Renna Voegerl



Casey Von Iderstein



Brooke Vreeman



Cathi & Bob Waalkes



Heather & Aaron Wade



Cheryl & Alan Waelbroeck



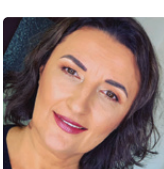
Kelly Taylor



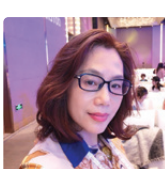
Brooke & Thomas Tazbaz



Michelle & Scott Tease



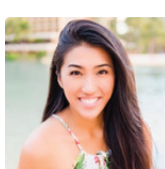
Daniela Teletin



Qun Teng



Kelly & Keith Terry



Olivia Thai Martinez  
FOUNDER USA 2.0



Kathy Wagner



Tara & Justin Wagner



Reagan & Heather Wagoner



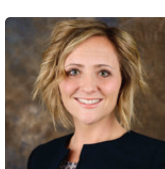
Lorinda Walker



Craig & Rachael Waller



Kim Walter



Becky Ward



# Golds



Michelle Ward



Raynah Wasson



Nate & Karol Watkins



Zach & Kelsey Watson



Paula Watt



Dana & David Watts



Todd & Jodi Weaver



Richard & Letty Weiss



Karen Welch



Melissa Werner



Lyndsey Westermeyer



Aaron & Dr. Rachel Whaley



Randy & Summer Whelchel



Deb White



Leah White



Michelle White



Tonya Whitlock



Heather Wiegering



Felicia Williams



Harmony Williams



Suzanne & Derek Williams



Alana & Kyle Wilson



Dinah Wilson



Jenni & Mike Wilson



Julie & Kevin Wilson



Wendy Wilson



Linsey & Erik Wilt



Rhianna Wisdom



Clara Wisner



DaNelle Wolford



John & Christina Womble



Lorena Wong



Ashley Wood



Susan & Scott Wooley



Edward & Linda Ye  
FOUNDER



Kristen Yousef



Denisse Zamora



Gary Zhou & Laura Wang  
FOUNDER



Jie Zhu



Harry & Diane Zizzo



Sigal Zoldan



Liliya Zotta



Ashley Zupan

## Golds Not Pictured:

Charai Allen  
Carlos Baldemar  
Junior Bazurto  
Wanda Bunn  
Matthew & Noelle Carroll  
Loren Chuse  
Ying Cui  
Nathan Day

Natalia Desario-Pedroza  
Shawn Dill  
Ben & Jane Drebert  
Adryan Dupre  
Saloma Fisher  
Mark & Tiffany Flake  
Meaghan Gannett  
Jack & Betty Hofer

Jack Huang  
Mei Zhen Huang  
Annie Kleinsasser  
Katie & Doug Kline  
Amy Layton  
Arthur Layton  
Rongfang Liu  
Trish Mahoney  
Jennifer Martin

Michael & Stephanie McGuire  
Jim & Donna Obrien  
Johnny Oliveria & Marissa Johnson-Csimma  
Jenni Parish  
Jennifer Pazdur  
Randy & Kim Petrides

Dusty Pinckard  
Sally Hsu  
Shilo Sands  
Jenifer Santos  
Bozhan Shi  
Denielle Shraby  
Kristine Sommers  
Steven & Carolann Stream

Linda Sullivan  
Mercedes Valencia  
Kaili Wardwell  
Ernest Wenger  
Liwen Xu  
Ying Zhang  
Peterson Baosheng Zhou

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charity, and liberate others,  
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and reverse logo out of  
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