

Q2  
2023

QUARTERLY  
IMPACT  
REPORT



Empowering people  
worldwide to be healthy,  
safe, and self-reliant.

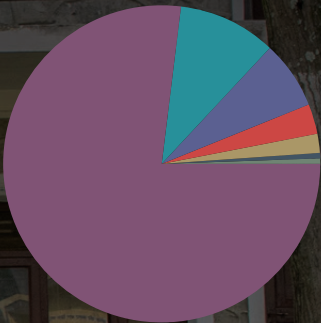


# dōTERRA Healing Hands® Anniversary

dōTERRA Healing Hands celebrated its thirteenth anniversary in June! That's 13 years of empowering people worldwide to be healthy, safe, and self-reliant. Continue reading to learn more about our recent impact.

*Help us support sourcing communities and triple our impact by 2030.*  
*Join the 25 Collective*

Total Donations in Q2



- U.S. \$1,438,779
- Japan \$176,283.82
- China \$140,503.70
- Europe \$57,406
- Australia/New Zealand \$39,347.72
- Brazil \$16,000
- Malaysia \$6,631.95







# International Impact:

Helping Others Shine with Special Beauty Japan

In May, dōTERRA Japan supported the seventh annual Special Beauty Japan Pageant. Special Beauty Japan gives individuals with intellectual development disorders such as Down syndrome and autism a chance to shine. Before taking the stage, each participant is paired with a hair and makeup buddy and dressed in his or her favorite outfit. The program aims to help participants believe two powerful truths: "I can do it" and "I am wonderful."



During the event, 55 Wellness Advocates and 10 dōTERRA staff members held workshops and supported the participants through an AromaTouch® Hand Technique station. Over 440 people were impacted by this event.





## Sanaag Specialty Hospital Impact Since 2022

- › **335** Babies delivered
- › **335** Surgical procedures performed
- › **15,123** Patients attended to
- › **43,333** Diagnostic tests performed
- › **2,726** Outreach patients cared for

*Stats are measured since SSH opened in 2022.*

# Welcome Baby Akram!

Aasiya Maxamed Cumar, 26, is a nutritionist for a local non-governmental organization in Somaliland. Following three miscarriages, she learned she was pregnant a fourth time. Her husband, Abdikani Mahamoud, encouraged her to register for antenatal care and follow-up at the Sanaag Specialty Hospital (SSH). Aasiya participated in the free antenatal care package and made three scheduled visits to the hospital.

During her third trimester, Aasiya was diagnosed with oligohydramnios—low amniotic fluid. Knowing this condition could cause complications for her and her baby, Aasiya and her husband followed the doctor's advice and scheduled a c-section.

On May 25, 2023, Aasiya gave birth to a healthy baby boy whom they named Akram. Abdikani and Aasiya were overjoyed, and both mother and baby are doing well!







# Cō-Impact Sourcing®

Scholarships for Nepal: A Cō-Impact Sourcing® Match Project

dōTERRA Healing Hands® launched a new Cō-Impact Sourcing (CIS) Match project initiative! These projects empower Wellness Advocates to help dōTERRA sourcing areas by fundraising for area-specific improvements. Presidential Diamond Gina Truman jumped in to support the dōTERRA Wintergreen sourcing area in Nepal.

Impoverished circumstances and continued effects of the pandemic cause 70% of Nepalese children

to drop out of school before graduation. Families often can't pay for uniforms, school supplies, and class fees, but education opens countless doors and breaks poverty cycles, empowering both children and their families.

Working with her dōTERRA team, Gina rose to the occasion and more than doubled her fundraising goal. Her project will bless the lives of **130 Nepalese children and their families!**

dōTERRA  
cō·impact  
SOURCING®

Want to complete your own CIS Match project? [Click here to adopt a project today!](#)







The Power of  
**ONE**

## Helping Farmers Help Themselves

The Power of One quarterly campaign invites all dōTERRA Wellness Advocates and customers to collectively empower people and communities worldwide to be healthy, safe, and self-reliant. The collective impact can be staggering. In Q2 2023, we united to help Cardamom farmers in Honduras by supporting the Poverty Stoplight Assessment program.



### Poverty Stoplight Assessment Program

A Poverty Stoplight Assessment helps individuals living in impoverished communities determine their poverty level on a scale of red, yellow, or green. Participants then receive support through the program to meet objectives they set for themselves to improve their well-being.

[Learn more here!](#)

### Meet Margarito

Each farmer who participates in the Poverty Stoplight Assessment Program is one more person empowered. Before participating in the assessment, Margarito shared a house without a bathroom with his wife, adult son, daughter-in-law, and grandchildren. Through Poverty Stoplight, Margarito learned to better manage his finances and saved enough money to build a house, enabling him and his wife to live separately from their son and grandchildren. He's also building a bathroom with proper plumbing. These life-changing advancements have supported his march forward, creating greater self-reliance and empowering him and his family. Just imagine the other individuals, like Margarito, whose lives will change because of this program—funded by your donations!

*Want to support and learn more  
about our next Power of One  
project? [Click here!](#)*



# Combating Food Insecurity in Mexico

Most people who call the neighborhood of Ejido la Rosita, Mexico, home face food insecurity, which means they lack sufficient nutritious food to meet basic needs. For some families, this looks like choosing between medicine or school fees and food. For others, it means children go hungry during the day while their parents work. According to the Food and Agriculture Organization of the United

Nations, nearly one in three people worldwide didn't have access to sufficient food during 2020. IMPACT, a food kitchen near Ejido la Rosita, is working to address these food concerns with help from Karen Zapata Cuéllar, a dōTERRA Gold leader in Mexico.

Working with Sigue mi huella AC, Karen completed a Match project, helping IMPACT double its capacity to serve

food to local children. Before this expansion, IMPACT could only serve three meals a week to 80 children because of limited space, inadequate water storage, and lacking accommodations—such as no air conditioning or public bathrooms. Now IMPACT has doubled in size, adding bathrooms, water storage, and air conditioning. They also purchased new appliances, including an industrial

stove, refrigerator, and freezer. With these improvements, IMPACT is now serving six meals a week to 160 children.

While the need in the world can appear overwhelming, all it takes is one person willing to act to change lives. Thank you, Karen and all who supported her Match project, for choosing to #EngageInGood!





**When you purchase dōTERRA Spa Rose Hand Lotion, you make Match projects like Karen's possible. 100% of the proceeds are donated to empower individuals and communities worldwide.**

Q2 Match Program Overview			
Amount paid to Match projects:	\$843,389.62	Projects approved:	34
Total people impacted:	5,591	Projects completed:	20
		Projects funded:	49





# Hope Virtual Training

Keeping children safe from online predators starts at home. Prevention is the world's best hope for stopping this crime from infiltrating communities. According to Alexandra Gelber, the Deputy Chief for Policy and Legislation at the Child Exploitation and Obscenity Section of the United States' Department of Justice, approximately 40% of sex trafficking victims in the United States are recruited online.

During Q2, dōTERRA Healing Hands hosted a virtual training geared toward protecting children through the Hope action plan. Hosted by the chief operations director of the Hope action plan, Jon Lines, and taught by active law enforcement officers Brandon Poor and Tony Godwin, this training focused on understanding online dangers and what children face in a world of ever-expanding social media. Perfect for parents, teachers, and community members who work with youth, the training delved into the complexities of the online world and shared tools and resources to empower adults to protect those they love.

Follow the [link](#) to access a recording of the training!

Since 2016, the dōTERRA Healing Hands Foundation® has donated nearly **\$10,000,000** to the fight against human trafficking, with over **\$531,000** donated in 2022 alone.

In 2022, dōTERRA international markets raised **\$499,201** to combat human trafficking and victimization through dōTERRA Hope® Touch sales.



**Continue the fight against human trafficking:** purchase dōTERRA Hope Touch! \$10 of every Hope Touch purchase combats human trafficking through the Hope action plan.



# Support in the Wake of Indiana Tornadoes

March 31 through April 1, 2023, saw an outbreak of tornadoes in the midwestern, southern, and eastern US. dōTERRA 72-Hour Emergency Relief Hygiene Kits were sent to many communities hit by these storms, including Sullivan County, Indiana, where a tornado caused significant damage to vehicles and buildings and completely tore several homes from their foundations. In the wake of the tornado's devastation, dōTERRA Wellness Advocate Rachel Linch stepped in to help.

In Q2, 16 Wellness Advocates distributed **9,540** kits to those impacted by disasters or other emergencies.

When disaster strikes, dōTERRA Healing Hands 72-Hour Emergency Relief Hygiene Kits are available to help. [Request kits](#) today to provide relief to those in need in your community.

Through dōTERRA Healing Hands®, Rachel received 300 emergency kits to distribute door-to-door to impacted residents in Sullivan County.

Rachel shared, "We were able to bless so many people. It was a privilege to serve our community during its time of need. We met Shannon, who lost everything, and she was so very grateful for these kits for her family and neighborhood. I'm so thankful to be part of such an amazing company that does so much to help those in need!"





### Social Media Asset

Love what you read about in this report? Share about it on social media! **Click the link** for shareable resources about the stunning positive impact made possible by your support of dōTERRA Healing Hands.

## Donation and Solicitation Disclosure

**Florida** A COPY OF THE OFFICIAL REGISTRATION AND FINANCIAL INFORMATION MAY BE OBTAINED FROM THE DIVISION OF CONSUMER SERVICES BY CALLING TOLL-FREE (800-435-7352) WITHIN THE STATE [of Florida]. REGISTRATION DOES NOT IMPLY ENDORSEMENT, APPROVAL, OR RECOMMENDATION BY THE STATE. Registration #: CH48280.

**ILLINOIS** CONTRACTS AND REPORTS REGARDING THE CHARITY ARE ON FILE WITH THE ILLINOIS ATTORNEY GENERAL.

**Maryland** A copy of the current financial statement of the dōTERRA Healing Hands Foundation is available by writing 389 S 1300 W, Pleasant Grove UT 84062, or by calling (801) 437-7918. Documents and information submitted under the Maryland Solicitations Act are also available, for the cost of postage and copies, from the Maryland Secretary of State, State House, Annapolis MD 21401, (410) 974-5534.

**Michigan** Registration # 55179

**NEW JERSEY** INFORMATION FILED WITH THE ATTORNEY GENERAL CONCERNING THIS CHARITABLE SOLICITATION AND THE PERCENTAGE OF CONTRIBUTIONS RECEIVED BY THE CHARITY DURING THE LAST REPORTING PERIOD THAT WERE DEDICATED TO THE CHARITABLE PURPOSE MAY BE OBTAINED FROM THE ATTORNEY GENERAL OF THE STATE OF NEW JERSEY BY CALLING 973-504-6215 AND IS AVAILABLE ON THE INTERNET AT [HTTP://WWW.NJCONSUMERAFFAIRS.GOV/](http://www.njconsumeraffairs.gov/). REGISTRATION WITH THE ATTORNEY GENERAL DOES NOT IMPLY ENDORSEMENT.

**North Carolina** Financial information about this organization and a copy of its license are available from the State Solicitation Licensing Branch at 919-814-5400. The license is not an endorsement by the State. (This North Carolina disclaimer must be Bold or Underlined)

**Virginia** A Financial Statement is available upon request from the Office of Charitable and Regulatory Programs P.O. Box 1163, Richmond, Virginia 23218 Phone 804-786-1343.

**Washington** dōTERRA Healing Hands Foundation, a Utah Non-Profit Corporation, is registered with the State of Washington Secretary of State Corporations and Charities Division. For further information please contact the Secretary of State at 360-725-0378 or [www.sos.wa.gov/charities](http://www.sos.wa.gov/charities).





**#EngageInGood**

©2023 dōTERRA Holdings, LLC, 389 South 1300 West,  
Pleasant Grove, UT 84062 USA • [doterra.com](https://www.doterra.com)

Except as indicated, all words with trademark or registered  
trademark symbols are trademarks or registered  
trademarks of dōTERRA Holdings, LLC