

2023 Q3

QUARTERLY
IMPACT
REPORT



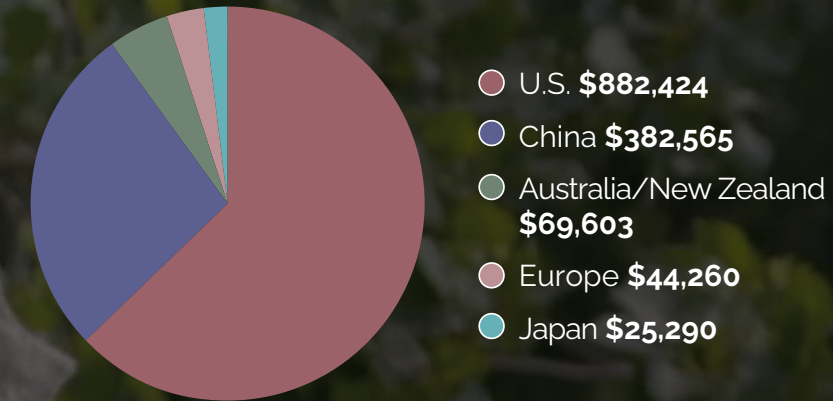
Empowering people
worldwide to be healthy,
safe, and self-reliant.

the good times ro

Quarter Introduction

Quarter 3 (Q3) was filled with amazing impact as dōTERRA Healing Hands continued to **#EngageInGood** around the globe. From helping with fires in Hawaii to raising funds for a hospital renovation in India, your donations are changing the world one drop, one person, one community at a time.

Q3 Total Donations



Q3 Match Program Overview

Amount paid to Match projects:	\$408,613
Total lives impacted:	52,627
Projects approved:	19
Projects completed:	25
Projects funded:	29

Q3 Disaster Relief Overview

Number of kits distributed:	15,460
Number of Wellness Advocates who requested kits:	22
Number of US states that received kits:	5
Number of countries that received kits:	3



Becoming | dōTERRA Convention 2023

Becoming | dōTERRA Convention 2023 marked several milestones for dōTERRA Healing Hands including a fun interactive booth that showcased our collective impact.



Introducing the New dōTERRA Impact Guide

Have you seen the dōTERRA Impact Guide? Launched at Becoming | dōTERRA Convention 2023, the guide provides tips and tricks to help you, our Wellness Advocates, build your business with giving back in mind.

Today's consumers care more about corporate social responsibility than ever before. The information in the NEW Impact Guide can help you build a more purpose-driven business that resonates with your customers. With the Impact Guide, you don't have to choose between doing well in your business or doing good in the world. You can have it all.

[Click here to get the guide.](#)

In Q3, 22 Wellness Advocates with the help of their community distributed **16,200** kits to those impacted by disasters or other emergencies.

Want to do more to help during times of emergency? Add a 72-Hour Emergency Relief Hygiene Kit to your next dōTERRA order! [Click here.](#)

Malama Maui

From stage at Becoming | dōTERRA Convention 2023, Vice President, Philanthropy and Community Impact Missy Larsen shared about our efforts to help ease the devastation of the fires that impacted Maui in August. When the fires overtook Lahaina, Wellness Advocates Eliza Yoshida and Maile Mai'i jumped into action, working together to mobilize their teams and provide aid.

In a matter of days, more than 50 Wellness Advocates in Hawaii had distributed more than 8,300 emergency relief hygiene kits to local families, shelters, and emergency centers. Additional efforts involved Wellness Advocates working with Hawaiian government leaders and nonprofit organizations.

Other members of the dōTERRA family rallied, donating to a fundraiser hosted by the dōTERRA Healing Hands Foundation®. Every dollar raised was matched up to \$100,000 thanks to the generosity of a dōTERRA® Executive Founder. With approximately \$200,000 raised, dōTERRA Healing Hands is working with on-the-ground partners to identify needs. So far, we have:

- **Donated to ALL PONO.** This donation provided baseball, softball, hula, and other sports equipment to support a community focus on the children in Maui impacted by the fires.

- **Donated to the Hana Arts Center.** In the wake of the fires, the Hana Arts Center hosted a fundraiser for the Common Ground Collective, which provides meals to those displaced by the Lahaina fires. Through this donation to the fundraiser, 2,223 meals were provided.

- **Donated to Nohona Health.** This donation provided respiratory and other medical supplies to support fire victims in Maui.

We will continue to follow recovery efforts in Maui, offering support and help.



Want to support dōTERRA Healing Hands® impact around the globe? [Purchase dōTERRA® spa Rose Hand Lotion!](#) The full \$20 purchase price of the lotion is donated to the dōTERRA Healing Hands Foundation® to empower people worldwide.

International Impact:

Serving Seniors in Mexico

During Q3, dōTERRA Mexico used the AromaTouch® Hand Technique to empower people at Casa Hogar Marillac, AC to be healthy, safe, and self-reliant. Located in Mexico City, Casa Hogar Marillac, AC is a senior center that provides a home and comprehensive care for elderly individuals. During the service project, 24 volunteers consisting of Wellness Advocates and dōTERRA employees gave the AromaTouch Hand Technique to 100 individuals. Through this opportunity, volunteers not only provided the AromaTouch Hand Technique, but were good company for the seniors present. The care center was also in need of hygiene items, so dōTERRA Mexico donated hygiene kits that included shampoo, toothpaste, and Deep Blue®.



Sanaag Specialty Hospital Impact

- > **395** Babies delivered
- > **390** Surgical procedures performed
- > **18,812** Patients attended to
- > **49,939** Diagnostic tests performed
- > **3,863** Outreach patients cared for

Stats are measured since SSH opened in 2021.

Twins Safely Delivered Thanks to the Sanaag Specialty Hospital

Fadumo Maxamed Maxamoud learned she was pregnant with twins while attending an antenatal clinic at the Sanaag Specialty Hospital (SSH). On July 7th, Fadumo went into labor and was quickly driven to SSH. She delivered her first baby, a boy weighing 1.7 kg, without incident. However, the second twin would not come out. After an examination, the doctor recommended a C-section for delivering the

other twin. Faduma was quickly wheeled into the operating theatre and a few minutes later the second baby boy was delivered weighing 2.2 kg. The babies were nursed in the NICU for several days before going home with their family. This happy ending was made possible by SSH and its incredible staff. Because of their hard work, Fadumo and her babies are alive and doing well.

The Power of ONE



Helping a Hospital in India

Every year, dōTERRA process millions of customer orders. By encouraging Wellness Advocates to donate to the dōTERRA Healing Hands Foundation with every order, the Power of One campaign harnessed this amazing potential for good during Q3 to help a hospital in India. The Swami Shree Nidoshanandgi Manaseva (SSNM) Hospital in India is located near where dōTERRA sources Turmeric essential oil. By providing solar panels, building additional bathrooms, and upgrading the hospital's four operating theaters and current bathrooms, SSNM Hospital is empowering an estimated 1,000 people a day.

Empowering People Like Savjibhai

Savjibhai Bhanubhai Sasriya is a turmeric farm laborer who recently received services at SSNM Hospital. While working, Savjibhai fractured his leg when it became stuck in a hole. He was able to receive the operation he needed at the SSNM Hospital, free of charge.

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





Healing Hearts with dōTERRA Healing Hands®

dōTERRA Gold leader, Christine Whelan, will be the first to tell you that South Africa has a part of her heart thanks to her work with Build the Future. Christine first connected with Build the Future in 2017 when she led a church group to volunteer in South Africa for a week. Her experience with the communities and children tugged at her heart, and she returned for a second trip in 2019 with her son, Joe. Joe unexpectedly passed away the following year

and her family was left navigating the immense grief and heartbreak.

Christine shared, "To help us move through our grief, my husband and I have tried to do as much as we can to make this world a better place in memory of Joe. . . . Joe's incredible experience in South Africa with Build the Future is what inspired us to want to build a school in his memory." With that resolve, Christine determined to complete a Match project in Joe's memory.

Working with friends and family, Christine was able to meet her fundraising goal through the dōTERRA Healing Hands® Match. Now there is a new school, Bhungeni Creche, in Ndwedwe, South Africa blessing the lives of young, eager students and community members alike.

Of her Match experience, Christine said, "My time in South Africa over the years has impressed upon me to appreciate what I have. And it has ignited the passion to do what I can

Interested in completing your own Match project? [Click here to start your project today!](#)

"South Africa and its people became a part of my heart."

to help others who have less. This project has been an amazing opportunity to do that in a bigger way than I ever dreamed was possible."

Bhungeni Creche has already blessed the lives of 60 individuals, providing jobs for community members and education for students. That impact will continue to grow as 20-30 preschoolers attend the school every year. Thank you to everyone who supported and made this project possible!

Introducing

dōTERRA Hope Action Plan Parent Trainings

According to the Global Slavery Index, 49.6 million people are currently enslaved worldwide. With such a daunting statistic, it's hard to know how to help and where to start. Human trafficking is a global problem that hits close to home, impacting families and communities when and where they least expect it. Yet, knowing the extent of human trafficking and exploitation, the dōTERRA Hope action plan is hard at work developing resources and solutions to help you protect those you love.

Launched in quarter three, the dōTERRA Hope Action Plan Parent Trainings are a fantastic resource designed to empower you. These monthly Zoom calls give you an opportunity to listen to leaders in the anti-human trafficking space as they discuss their experiences and ways you can get involved in the fight. While recordings of the calls are available, joining calls live also gives you the opportunity to ask questions and interact with others passionate about this fight. No one is immune to the evils of human trafficking and exploitation, but by learning the signs to watch for and how to discuss these dangers, you will be better able to engage in the fight.

Sign up today to join future trainings!



Did you know joining the fight against human trafficking is as simple as adding dōTERRA Hope® Touch to your next dōTERRA order? \$10 of every dōTERRA Hope Touch purchase combats human trafficking through the Hope action plan. **Buy now!**





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.

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.

Power of One 100% of donations to the dōTERRA Healing Hands Foundation® are always given to aid because dōTERRA International covers the operating costs of the foundation. Of the donations used to support a Power of One project, 100% is used to empower the individuals in Cō-Impact Sourcing® supply chain areas for the current project. Once the fundraising goal for a Power of One project has been met, dōTERRA Healing Hands® will distribute additional donations raised among other projects in need of funding until the following quarter when next Power of One fundraiser launches and fundraising for that project begins.

