

2024 Q3

QUARTERLY
IMPACT
REPORT



The logo for dōTERRA healing hands, featuring a stylized hand icon above the brand name.

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

Global Overview

Quarter 3 (Q3) was filled with amazing opportunities for impact. From funding clean water systems in Nepal to supporting reading programs in Utah, your donations are helping empower communities worldwide!

Q3 Outgoing Donations*



- U.S. \$448,592
- China \$315,563
- EMEA \$124,089
- Australia/ New Zealand \$119,975
- Japan: \$29,039
- Malaysia: \$2,237

Reclaim

dōTERRA® | convention
pursue what's pure® 2024

Thank you to everyone who stopped by and visited the dōTERRA Healing Hands booth during Reclaim | dōTERRA Convention 2024! We loved sharing about the impact you helped make possible. For those who were unable to attend, dōTERRA's VP of Corporate Relations & Philanthropy, Misty Bond, shared from stage our impact efforts, spotlighting recent projects and showcasing how together we are empowering communities worldwide. Additionally, at our booth, we handed out custom-made postcards highlighting some of our Co-Impact Sourcing® projects. You can find printable versions of the postcards on the DMK.



Find the convention postcards here.



The Second Annual 25 Collective Reception

One highlight from Q3 was gathering with our incredible 25 Collective members! The annual 25 Collective convention reception has quickly become a highlight for the doTERRA Healing Hands team. This year, the reception included a special panel featuring some of doTERRA's sourcing partners in addition to remarks from both Emily Wright, Founding Executive and Chair of the Board, and Kirk Jowers, CEO. As of Q3 2024, the 25 Collective has raised over \$820,000 to support doTERRA sourcing communities and beyond!

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By donating just \$25 a month, you can help empower communities worldwide!





Sustainable Impact through the 25 Collective

Because of the difficult topography in Sindhupalchok, Nepal, many people still rely on outdated water systems. This area is characterized by its rocky, steep terrain and frequent natural disasters, such as the earthquake in 2015. These conditions make it difficult for locals to consistently access clean water.

Clean water has the power to change everything in this doTERRA Wintergreen sourcing area. For women, it means less time fetching water from potentially unsafe water sources and more time for caring for their children

and for income-producing activities. For young children, it means less risk of preventable, waterborne diseases and more opportunity to live a healthy childhood. For tenth grader, Priyashu Jaiswal, it means more time in class with better hygiene and fewer missed days of school.

At Priyashu's school there are 1,000 students and one water pump. On breaks, students must wait for their turn using the pump to get a drink, which has resulted in scuffles between students when they're thirsty. The



During Q3, the doTERRA Healing Hands Foundation donated to support updated water systems for **two schools** and more than **1000 families** in Nepal.

pump is also the only source of water for the bathrooms. Students have to fill up a bucket at the pump to carry with them to use in the restroom for hygienic purposes. This can be particularly challenging for the younger, smaller children.

An updated water system would help these students have easier access to clean water while also improving hygiene at school. Additionally, an updated water system would help these remote areas, where women and children spend two hours or more a day collecting

drinking water that's unsafe and often contaminated. During Q3, the doTERRA Healing Hands Foundation® raised funds for projects like updated water systems that will benefit two schools and more than 1000 families in the doTERRA Wintergreen sourcing area.

Priyashu shared, "We really hope this project can be completed as soon as possible. Not worrying about water will allow us to focus more on our studies."

Flood Recovery Efforts in China

The city of Longyan located in western Fujian, China, has a mild climate that makes it ideal for growing rice and canola. Unfortunately, its hilly landscape limits the types of farming equipment that can be employed in this area, making harvest fairly labor intensive. In this region, women tend to make up the bulk of the agricultural workforce.

Due to heavy rains and landslides in June, thousands of acres of farmland and irrigation canals were destroyed, causing major economic loss for farmers.

While outside support was needed to repair the damaged irrigation canals and bridges, the women immediately set to work saving the crops they could.

Aware of the need for support, the doTERRA China market provided funds to four women's agricultural cooperatives in the area. With this donation, these women will be able to rebuild irrigation canals in addition to receiving training on plant disease and pest control.

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Empowering Utah Children Through Reading

Reading has the power to open countless doors of opportunity. Working with the doTERRA Healing Hands Foundation, doTERRA Elite Angie Van Renselaar supported literacy in Utah through a recent Match project.

Working with Friends of the Children – Utah, Angie raised funds for over 60 youth to participate in an eight-week summer reading program. This program provided a structured, fun environment that encouraged children to read regularly. It also created a positive, supportive reading culture within families and communities.

When asked about her passion for the project, Angie shared, "I am deeply passionate about the Summer Reading with Friends project and Friends of the Children - Utah because of the transformative power that literacy and mentorship can have in a child's life. Reading is not

just a fundamental skill; it opens doors to imagination, critical thinking, and lifelong learning. For children experiencing multiple risks, having access to books, supportive mentors, and the encouragement to read can make a world of difference in their confidence and future opportunities."

One child impacted by the Summer Reading with Friends program was Jordan*, a young boy who struggled with reading and often felt discouraged in school. Jordan was hesitant to join the program initially, but with the help of his mentor and the program he was able to find a book series that sparked his interest. Over the course of the program, Jordan read more books than he'd thought possible and even started reading at home on his own, something his mother said he'd never done previous to the program.

"Reading is not just a fundamental skill; it opens doors to imagination, critical thinking, and lifelong learning."

—Angie Van Renselaar, doTERRA Elite

Q3 Match Program Overview

\$226,689

Paid to Match Program projects

7,812

Total lives impacted

13

Projects completed

20

Projects funded

20

Projects approved

Support Following Flooding in Iowa

During the spring, Iowa was heavily impacted by tornados. This was followed by torrential rains in June that led to flooding in South Dakota, Nebraska, Minnesota, and Iowa. According to U.S. News, more than 5,000 homes were damaged by the storms. Aware of the damage and need for help, five Wellness Advocates distributed 1,900 72-Hour Emergency Relief Hygiene Kits. Among the Wellness Advocates who helped was doTERRA Diamond Amanda Walljasper who distributed 500 72-Hour Emergency Relief Hygiene Kits to individuals evacuated from their homes and other locations.



Q3 Disaster Relief Overview

Following flooding in Iowa, **5 Wellness Advocates** distributed **1,900 kits** to help impacted individuals.

12,706
Kits distributed

51
Wellness Advocates requested kits

13
US States received kits

1
Country received kits

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.



#EngageInGood

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