



dōTERRA®

Build

Business Overview

The dōTERRA difference

Sourcing the Best, Helping the Most

If you're wondering where to buy essential oils, you don't have to look far. When you use a bottle of dōTERRA essential oil, you're using an oil that is pure. There are no contaminants, fillers, or adulterations. dōTERRA allows anyone the opportunity to take charge of their health and well-being while also finding financial freedom through lasting residual income.

EFFECTIVE

MOST TESTED, MOST TRUSTED

Over 5 million customers



The dōTERRA Quality and Purity Standard

THE dōTERRA DIFFERENCE

65%

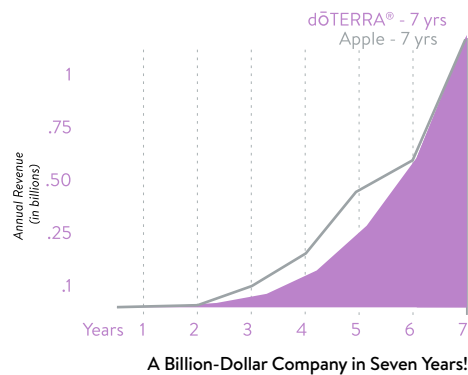
Worldwide Record
Breaking Retention!

Authenticity Generates Rewards

- Build relationships with like-minded individuals
- Share trusted products and promote a wellness lifestyle
- Empower yourself and others with financial freedom

PROVEN

dōTERRA'S GROWTH



- Named largest essential oil company in the world by Verify Markets
- Part of \$4.2 trillion wellness market
- Sales in 110 countries
- Unique and unrivaled quality products (96% of dōTERRA oils are exclusive)
- Led by an executive team of innovators with 150+ years of combined industry experience



CARING

CHANGE THE WORLD

- Creates economic opportunity and financial stability in developing nations
- Gives back to disadvantaged communities through the dōTERRA Healing Hands Foundation®
- Pays growers fairly and preserves agricultural knowledge through Cō-Impact Sourcing®
- Learn more at dōTERRA.com



A dōTERRA PIPELINE TOUCHES MANY LIVES

As you grow your dōTERRA business, lives are uplifted. Each purchase improves the lives of growers and their communities around the world.

Why South Africa?

The decision to open the South Africa market was made with a few key factors in mind:

- High interest from a long list of foreign leaders
- Extreme demand from GAC members
- Ideal geographical placement to expand into other African countries
- Ability to expand open market resources and benefits to customers

Your Opportunity

dōTERRA South Africa was founded on 9 October, 2019. Since market launch, South Africa has grown rapidly with seemingly endless potential. Neighboring countries can realize the benefits of these life-changing products as we expand our on-the-ground operations. We now have over 12,000 customers with a record breaking 85% retention rate, which surpasses our global retention rate of 65%. Your opportunity to build and thrive in South Africa has never been better.

Since we Began

700% Market Growth



Quadrupled our
dedicated staff



40+ New product
releases



South Africa Memberships

Change Lives and Create Residual Income

As a dōTERRA Wellness Advocate, you not only have the ability to educate and empower others to experience a healthier lifestyle, you also have the opportunity to earn an income while sharing. The more you share, the greater your opportunity to earn.

Wholesale Customer accounts are a great way to introduce like-minded individuals to the dōTERRA products and culture. They can share with friends and family and educate themselves on the health benefits and lifestyle practices that dōTERRA Essential Oils encompass. Once they have an understanding of product and culture, an opportunity to upgrade can be presented to them.

Membership Upgrades

1. By signing up Wholesale Customers, you put an emphasis on product education and teach the dōTERRA culture.
2. This membership provides access to a like-minded community to help them educate and share with others. As their knowledge and enthusiasm grows for the product, so will their business opportunities.
3. Encourage them to upgrade to a Wellness Advocate to experience the financial benefits dōTERRA offers. Wholesale Customers who upgrade their accounts at least 90 days after enrollment will be eligible for an additional 14-day sponsor move.



When upgrading to a Wellness Advocate account, South Africa Government and Tax ID's are required for account verification and tax reporting.

Enroll and Earn

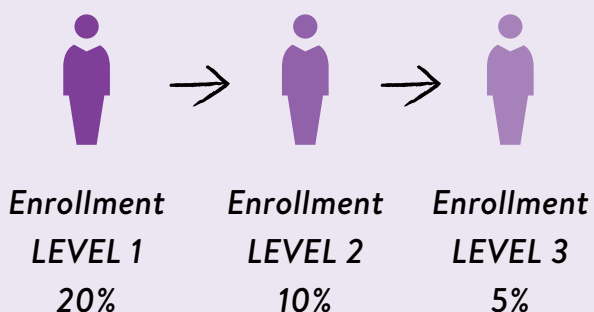
By helping others, you earn rewards

Fast Start is a Secondary Bonus that is paid out weekly to you when you enroll new Wholesale Customers or Wellness Advocates. **To qualify for this opportunity you must have a 100 PV LRP order set up at all times.** Your 100 PV LRP order must also process during the month.

FAST START BONUS

Paid weekly on new enrollee volume for their first 60 days. Enroller must have 100 PV Loyalty Rewards Program orders to receive this enroller bonus.

Earn commissions immediately!



- 1. Enrollers will earn commission up to three levels.** Beyond the third level of enrollership, no Fast Start will be earned.
- 2. There is no compression with the Fast Start Bonus.** For example, if you enroll someone who then enrolls someone else and the person you enrolled does not qualify for Fast Start, you will not receive the 20 percent they would have earned from their enrollee. You will still receive the 10 percent.
- 3. Only new Wellness Advocates and Wholesale Customers count towards Fast Start Bonuses.** Retail customers do not qualify the enroller for the bonus.

Set up Direct Deposit

Earning commissions with dōTERRA has never been easier. All income is paid in Rand and can either be direct deposited to your bank account, or left on your Accounts Receivable (AR) for use on future purchases. You can also withdraw money from your AR at any time.

To get started with direct deposit, visit www.dōTERRA.com/za/en_za and email your Direct Deposit Authorization Form to zadirectdeposit@doterra.com.


























Rank Up

From Wellness Advocate to Diamond, each rank has certain requirements that must be met monthly to maintain rank.

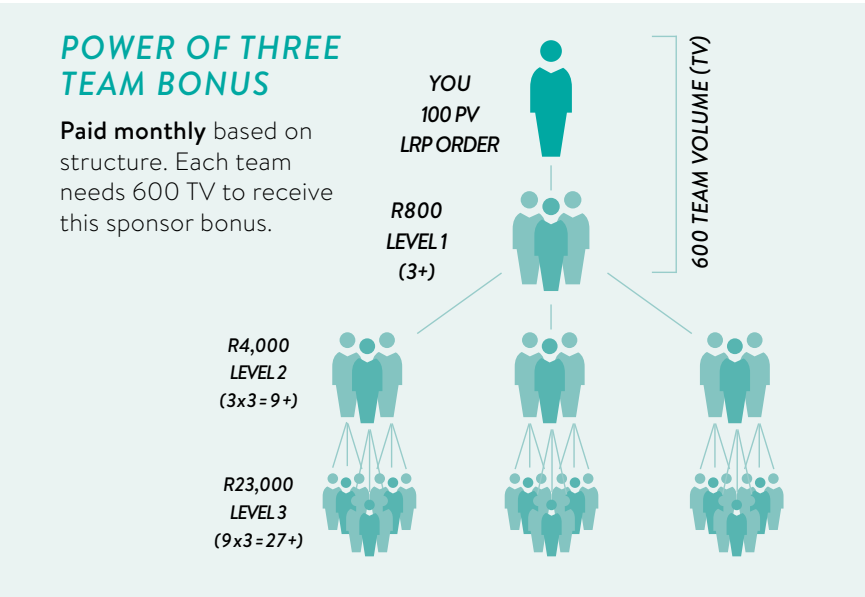
- 1. Wellness Advocate:** The Wellness Advocate rank must purchase at least 50 PV to earn Unilevel Commission.
- 2. Manager:** Places an order of at least 100 PV, and has a minimum of 500 OV (collective team volume).
- 3. Director:** Places an order of at least 100 PV, and has a minimum of 1,000 OV.
- 4. Executive:** Places an order of at least 100 PV, and has a minimum of 2,000 OV.
- 5. Elite:** Places an order of at least 100 PV, and has a minimum of 3,000 OV.
- 6. Premier:** Places an order of at least 100 PV, has a minimum of 5,000 OV, and 2 personally enrolled Executives.
- 7. Silver:** Places an order of at least 100 PV, and 3 personally enrolled Elites.
- 8. Gold:** Places an order of at least 100 PV, and 3 personally enrolled Premiers.
- 9. Platinum:** Places an order of at least 100 PV, and 4 personally enrolled Silvers.
- 10. Diamond:** Places an order of at least 100 PV, and 4 personally enrolled Silvers. PV, and 4 personally enrolled Silvers.

UNILEVEL ORGANIZATIONAL BONUS

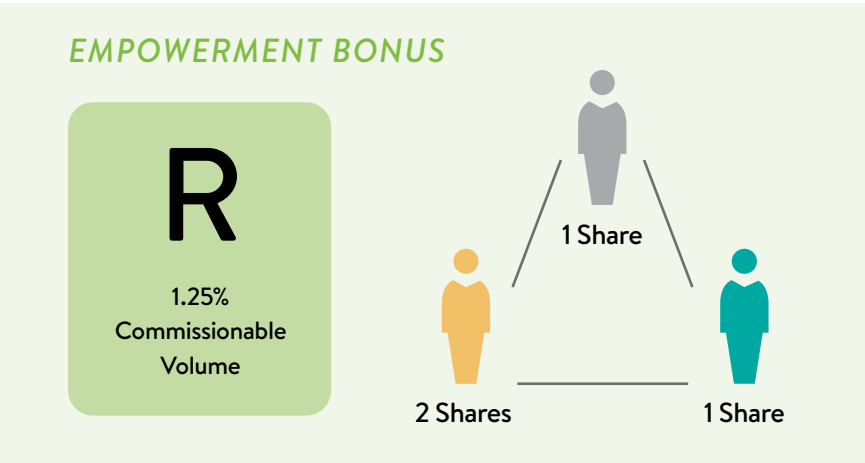
Unilevel allows you to earn a percentage from orders placed within your organization. You can only earn unilevel from members within your sponsor tree. Unilevel is paid monthly between the 15th-20th for the previous month's earnings.

RANK	 Wellness Advocate	 Manager	 Director	 Executive	 Elite
MONTHLY PV	50	100	100	100	100
MONTHLY OV	·	500	1,000	2,000	3,000
Level 1	2%	2%	2%	2%	2%
Level 2		3%	3%	3%	3%
Level 3			5%	5%	5%
Level 4				5%	5%
Level 5					6%
RANK	 Premier   Executive Executive	 Silver    Elite Elite Elite	 Gold    Premier Premier Premier	 Platinum    Silver Silver Silver	 Diamond     Silver Silver Silver Silver
MONTHLY PV	100	100	100	100	100
MONTHLY OV	5,000	·	·	·	·
Level 1	2%	2%	2%	2%	2%
Level 2	3%	3%	3%	3%	3%
Level 3	5%	5%	5%	5%	5%
Level 4	5%	5%	5%	5%	5%
Level 5	6%	6%	6%	6%	6%
Level 6	6%	6%	6%	6%	6%
Level 7		7%	7%	7%	7%

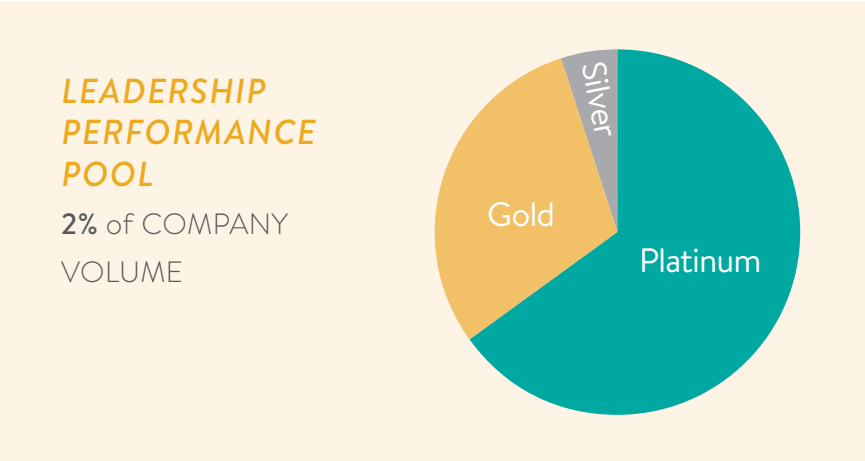
Power of 3 is an additional Primary Bonus. This bonus relies on you and members in your downline placing LRP orders of 100PV or more. This structure is integral to your organization and works in unison with unilevel to create a deep and residual income.



Bonus Pools are shares based on the number of Wellness Advocates who qualify. The qualifying Premier, Silver, or Gold must personally enroll a new member with 100 PV each month to qualify. The total sum of the pool will be made up of 1.25% of global company volume. Each Premier and Silver who qualify will receive one share in the Empowerment Pool. Golds can earn up to two shares.



Similar to the Empowerment Pool which pays out shares based on the number of Wellness Advocates who qualify, the Leadership Pool is determined based on set percentages from the global commission sales volume (CV). Silvers earn 1 share, Golds earn 5 shares, and Platinums earn 10 shares.



The Benefits of LRP

The Loyalty Rewards Program is designed to help people efficiently improve their quality of life.

What is the Loyalty Rewards Program (LRP)?

The dōTERRA Loyalty Rewards Programme (LRP) is a rewarding club for your monthly purchases. These points are as valuable as cash and can be used to purchase your favourite dōTERRA products.

The longer you stay in the programme, the more points you can earn; up to 30% of your monthly spending.

What are the Benefits of the Loyalty Rewards Program (LRP)?

You earn reward points for free products as a Loyalty Rewards Programme member. If you place a single loyalty order of 125PV (Points Value) or more, within the period from the first to the fifteenth of the month, you'll be eligible to receive the Product of the Month for free!

The Product of the Month varies, offering well-loved products or exclusive, yet-to-be-launched items or rare oils not available for purchase. Additionally, the programme offers opportunities to earn commissions for Wellness Advocates, enhancing both your rewards and earnings.

What is PV (Point Value)?

Points Value (PV) Explanation Points Value (PV) refers to the total of one's orders. It is a key factor in understanding the order process and benefits within the LRP.

Product Volume (PV) Requirements

1–49 PV: Maintain active status in LRP, with no loss or gain of Rewards Points/Loyalty Months.

50+ PV (Qualified Order): Earn Rewards Points and increase Loyalty Months. An order must be 50+ PV to earn points. Accumulating smaller orders (e.g., two orders of 40 PV) will not qualify for points if each order does not meet the 50+ PV threshold.

125+ PV: Receive the free Product of the Month (POM), processed on or before the 15th.

EARN FREE PRODUCT POINTS IN ADDITION TO YOUR 25% DISCOUNT

LRP BENEFITS: PERCENTAGE BACK IN PRODUCT POINTS FOR FREE PRODUCTS



Learn more about
LRP



Three steps to Build Your Business

Begin your journey by completing the following action steps, and challenging others to do the same.

1

Live *THE* WELLNESS LIFESTYLE

- ☐ Use your products by implementing your Daily Wellness Plan.
- ☐ Learn more by regularly using an oil reference guide and participating in continuing education.
- ☐ Build your Belief in the products and in dōTERRA; Become a product of the product.

2

Share *WITH OTHERS*

- ☐ Share your dōTERRA experiences with others.
- ☐ Invite others to experience dōTERRA by sharing samples.
- ☐ Schedule and host presentations.

3

Build *YOUR BUSINESS*

- ☐ Set your LRP template to 100 PV+ to receive commissions.
- ☐ Choose your pace. I'll reach Elite rank in:

☐ 30 days ☐ 60 days ☐ 90 days

outrageous target moderate
- ☐ Schedule Your Success. Invite and Enroll.

Claims

One Product, Unlimited Possibilities

As you share dōTERRA products with your friends and family, you will notice different uses on our labels depending on the size of the product.



- Add a few drops to water for a citrus burst of flavor.
- Add a sweet and zesty punch to your favorite treats by adding a few drops of Lemon.



- Add Lemon oil to a spray bottle of water to clean tables, counter tops, and other surfaces.
- Use a cloth soaked in Lemon oil to preserve and protect your leather furniture and other leather surfaces or garments.
- Diffuse to create an uplifting environment.

Due to registration restrictions, certain 5mL bottles are registered as food items and can therefore be advertised to take internally. Most 15mL bottles are registered for aromatic and topical use. As an example, a 5mL bottle of Lemon essential oil is the same exact formula as a 15mL bottle but due to registration restrictions, they are registered with different uses.

All of our essential oils have different uses depending on how they are registered in South Africa.

dōTERRA®

Bringing *hope,*
healing hearts,
raising *leaders,*
living dreams—

the meaningful work of a
dōTERRA Wellness Advocate.

