



South Africa Founders Club

Letter of Intent

Name: _____

Account Number: _____

By signing this document, I am declaring my intention to seek a position in the South Africa Founders Club. I agree to adhere to all the qualifications set forth in this Letter of Intent. Any violation of these qualifications could jeopardize my qualification for one of the positions. I will keep in close communication with my Account Manager as I approach qualification.

Qualifications of the South Africa Founders Club

1. This opportunity is open to all dōTERRA Wellness Advocates.

- A Founder can live in any country, select any language as their preferred language, and sign up at any time
- A Founder needs to be in good standing with dōTERRA

2. A Founder must have achieved the rank of Gold† for three consecutive months for initial qualification.

- 90% of the Gold volume must be from the South Africa market*
 - This means that each qualified Executive leg for the Gold structure must have at least 1,800 in volume that comes from South African accounts
- The three qualifying Premier legs must have a South Africa account
- The Founders positions will be awarded to the first 20 qualifiers who pass company audits

†Please see dōTERRA Compensation Plan for rank requirements

*South Africa: South Africa volume is volume from dōTERRA Wellness Advocates, Wholesale Customers, or Retail accounts located in South Africa. Please contact your Account Manager with any questions.

3. To maintain a South Africa Founder position past initial qualification, a Founder must meet further requirements.

- After initial qualification, a Founder must maintain Gold rank 10 of the 12 months in a calendar year in order to receive the Founder check at the end of the year
 - The qualifying Founder may not drop below Silver rank during the two months that they do not achieve Gold
- In future years, the company reserves the right to adjust the rank required to remain in the South Africa Founders Club
- If one of the 20 Founders lose their founder position after the Founder’s Club program closes, they cannot requalify, and the position cannot be taken by another Wellness Advocate

Contestants will not be considered for qualification if they have not successfully completed the requirements listed above, passed all company audits, and delivered a signed Letter of Intent. Final decisions on Founder qualification will be at the discretion of the doTERRA Executive Team.

Signature: _____

Date: _____