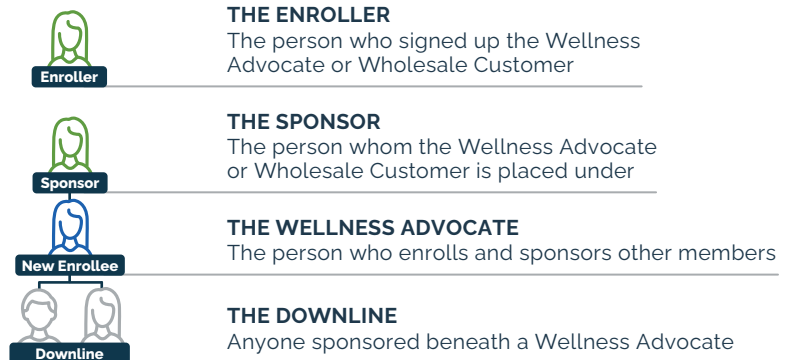


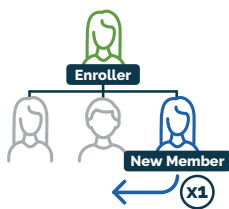
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Why Placements?

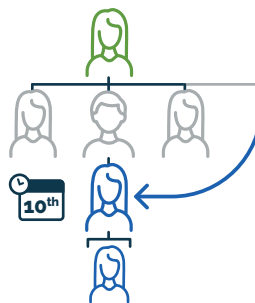
The Elevated Compensation Plan and Placements work together to help you maximize your growth, advance in rank, and qualify for commissions and bonuses.



1 New Member Moves



All new members are placed on their Enroller's frontline. The Enroller can request one Sponsor change for new members at anytime, as long as the new member does not have a downline.



As soon as the new member has a downline, then the Enroller has until the 10th of the following month to request a Sponsor change. If no Sponsor change is requested, the new member stays on the Enroller's frontline.

2 Upgrade Member Moves

An Enroller may request to change the Sponsor for a Wholesale Customer who upgrades to a Wellness Advocate. To be eligible for this move, the newly upgraded Wellness Advocate must enroll a new member with a product purchase of 100 PV or more. This move needs to be requested by the 10th of the month following the first downline on the upgraded Wellness Advocate's team. If no Sponsor change is requested, the upgraded Wellness Advocate's placement position is set.



3 The 3-Month Elite Move

Wellness Advocates can be moved with their downline if they reach Elite in the three months following their enrollment or reactivation* month. To be eligible for this move:

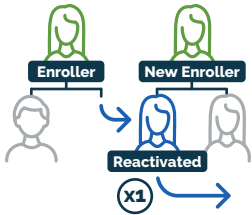
1. The Enroller of the new Wellness Advocate must be a Platinum or higher rank.
2. The new Elite must be the Enroller for members purchasing at least 1,500 PV that month and have a minimum of five people in their downline.
3. The Enroller must submit a completed *3-Month Elite Move* form by emailing placements@doterra.com within two weeks of the new Elite member being paid at Elite rank for the first time.



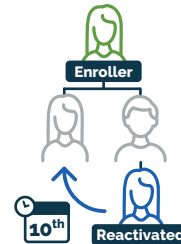
*Wellness Advocates who reactivate are eligible to participate only if they have no downline at the time of reactivation.

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4 Reactivation



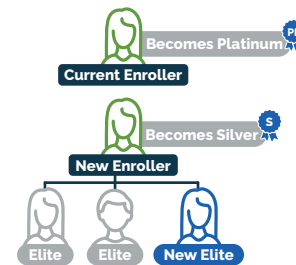
A member who has not placed orders or earned commissions for 12 or more consecutive months may qualify to reactivate their account. If the reactivating member is on the frontline of their Enroller and has no downline, then the Enroller can request a Sponsor change at anytime. Once the reactivated member has a downline, then the Enroller has until the 10th of the following month to request a Sponsor change for the reactivated member.



If a member reactivates with no downline and was previously placed somewhere below their Enroller's frontline, then the Enroller has until the 10th of the following month to request a Sponsor change for the reactivated member.

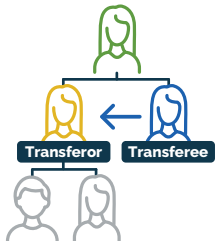
5 Enrollership Changes

Each Wellness Advocate's enrollership can be changed once. An enrollership change can be requested a second time if it is moving back to the original Enroller. The company will consider a change if the proposed new Enroller is the upline of the moving Enrollee and if the Enrollee's movement is beneficial for the upline's rank.



6 Account Transfers

Before Transfer



After Transfer



To be eligible for an Account Transfer:

- Submit a completed *Account Transfer* form (signed by the Transferor and the Transferee).
- The Transferor must have a downline.
- The Transferee must be a Wellness Advocate.
- The Transferee must have the same Enroller and Sponsor or be eligible to be moved to the same placement as the Transferor.
- The Transferee cannot have a downline member who enrolled prior to the current month.
- The Transferee must not have moved from another team.

To learn more about Account Transfers, please refer to the [Account Transfer form](#).

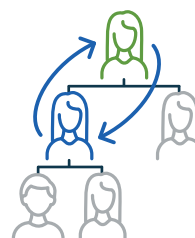
7 Swaps

To be eligible for a Swap:

- Submit a completed *Swap* form (signed by both swapping members and their Enroller).
- The swapping members must be the direct upline and downline of each other.
- The swapping members must not have moved from another team.
- Wellness Advocates may only participate in one Swap.

To learn more about Swaps, please refer to the [Swap form](#).

Before Swap



After Swap

