

dōTERRA is excited to announce a compensation plan enhancement that provides an additional bonus to actively building Premier, Silver and Gold ranked leaders. This pool is intended to empower emerging leaders with additional income to continue building their dōTERRA businesses and to recognize and reward their efforts.

WHAT IS THE EMPOWERMENT BONUS?

This bonus is a pool, similar to the Leadership and Performance pools, which pays out shares based on the number of Wellness Advocates who qualify. The total sum of the pool will be made up of 1.25% of global company volume. Each Wellness Advocate that qualifies as a Premier, Silver or Gold and achieves a sale of 100PV or more in a month, will receive one share in the Empowerment Pool.

A Gold may qualify for a second share if they achieve an additional sale of 100PV or more.

WHAT ARE THE QUALIFICATIONS FOR THE EMPOWERMENT BONUS?

First, a Wellness Advocate must be paid as a Premier, Silver or Gold that month. Second, the Wellness Advocate needs to achieve a sale of 100PV or more in a month. A Gold may qualify for a second share if they achieve an additional sale of 100PV or more.

IS THIS BONUS RECEIVED WEEKLY OR MONTHLY?

The Empowerment Bonus is paid out with primary commissions between the 15th and 20th of the month following qualifications. Wellness Advocates will see this bonus appear near the end of the commission statement.

CAN THE EMPOWERMENT BONUS BE EARNED MORE THAN ONCE?

Yes, this bonus can be earned monthly as long as the qualifications are achieved each month.

WILL SILVER AND GOLD LEADERS STILL RECEIVE A SHARE IN THE LEADERSHIP POOL?

Yes. Silver Leaders will still be paid in the Leadership Pool - one share for hitting Silver with the potential to earn extra shares if the Wellness Advocate is the Enroller of a first-time Elite.

Gold Leaders will still be paid in the Leadership Pool - 5 shares for hitting Gold with the potential to earn extra shares if the Wellness Advocate is the Enroller of a first-time Elite.

