



dōTERRA®

Build

Intro to Build

Are you ready to *Live Your Dreams?*



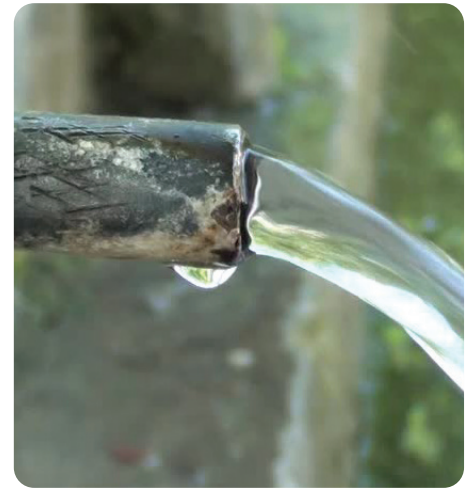
THERE WAS A MAN WHO HAULED BUCKETS OF WATER FOR A LIVING.

Every day he hauled water from the nearest source to his village miles away. If he wanted to make more money, he would simply work longer hauling buckets.



AFTER MANY YEARS, HE GREW WEARY OF HAULING BUCKETS.

Then inspiration came. If he used his spare time to build a pipeline, he could eventually be free from hauling buckets, and so he labored diligently for a few years to build his pipeline.



THE DAY HE TURNED ON THE SPIGOT, EVERYTHING CHANGED.

He successfully created a continual supply of water and improved lifestyle for the villagers and himself, resulting in an abundant financial pipeline.

Many people spend their lives trading hours for money and lack fulfillment or a sense of purpose. With dōTERRA, anyone can choose to create more freedom in their life by building an effective and financially stable team.

Where are you?

Hauling Buckets

- Trading hours for money
- Others control advancement and earnings
- Limited time freedom
- Building others' dreams

or

Building a Successful Team

- Recurring income from long-term customers
- You control advancement and earnings
- Freedom to choose your schedule
- Building your dreams



Why Partner with dōTERRA®?

dōTERRA was founded in 2008 with the mission of bringing the highest quality essential oils to the world.

EFFECTIVE

MOST TESTED, MOST TRUSTED

Over 5 million customers



The dōTERRA Quality and Purity Standard

THE dōTERRA DIFFERENCE

65%

Record-Breaking Retention!

Typical Direct Selling

- Leads with business opportunity.
- Product sales depend on opportunity.
- Sells an opportunity.

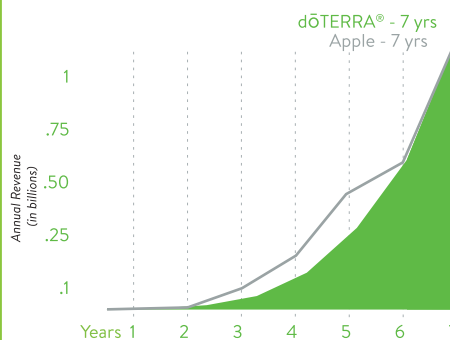
or

dōTERRA Authentic Direct Selling

- Leads with powerful products.
- Sells products regardless of opportunity.
- Shares a wellness lifestyle.

PROVEN

dōTERRA'S GROWTH



A Billion-Dollar Company in Seven Years!

- Named largest essential oil company in the world by Verify Markets.
- Part of \$4.2 trillion wellness market.
- Sales in 159 countries.
- Unique and unrivaled quality products (99% 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 sourtceyou.com.

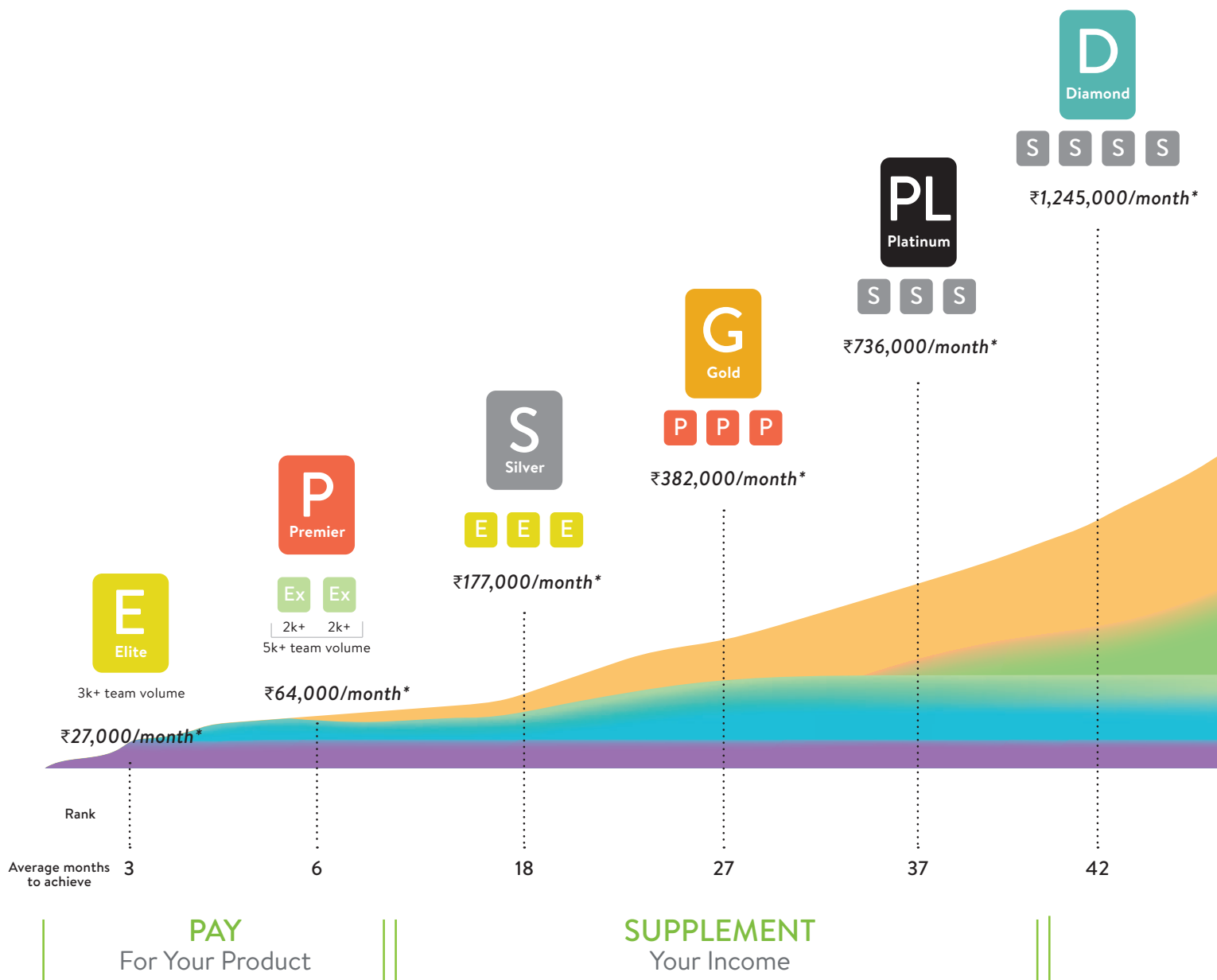


A dōTERRA SUCCESSFUL TEAM TOUCHES MANY LIVES

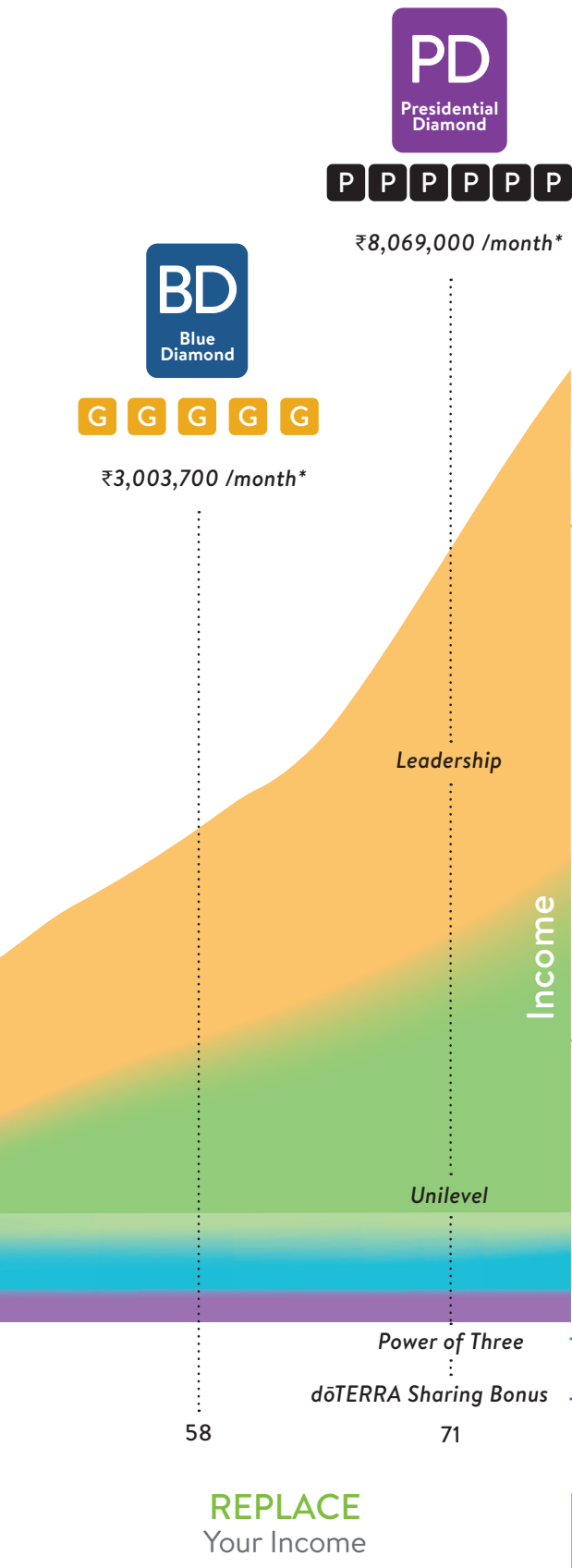
As you grow your dōTERRA business, lives are uplifted. Sourced from over 40 different countries where plants thrive most, each purchased oil improves the lives of growers and their communities around the world.

Discover the Possibilities

The generous compensation plan dōTERRA® has to offer has been proven to be a vehicle for creating powerful, lasting income while also incentivizing synergy and collaboration.

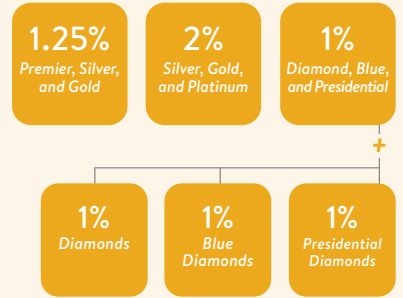


*Numbers displayed are 2020 annual averages from the USA market. **Personal earnings, including first-time rank earnings, may be significantly less.** For detailed information, refer to the 2020 Annual Business Builders report and Opportunity and Earnings Disclosure at doterra.com/US/en/quick-reference. As provided in the company's Sales Compensation Plan, achievement of rank is based on sales criteria to be accomplished in person and also with your sales team. For detailed information, refer to the dōTERRA India Sales Compensation Plan in the company's Policy Manual at https://www.doterra.com/IN/en_IN.



LEADERSHIP BONUS

Paid monthly to reward leadership: 7.25 percent of global volume divided among leadership ranks.



UNILEVEL BONUS

Paid monthly on Team Volume outside the dōTERRA Sharing Bonus window (member's first 60 days).

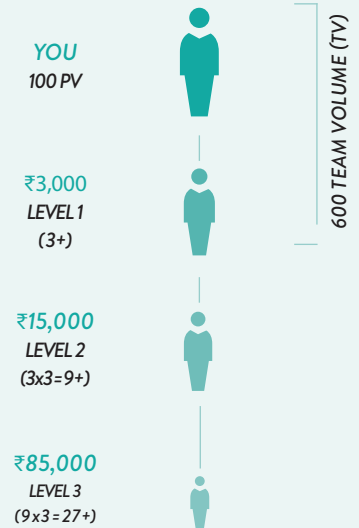
Get paid seven levels deep with higher percentage on larger lower levels. Dynamically compresses up past non-qualifying members.

Level	Percentage	Number of people	Income	Notes
Level 1	2%	3	₹700	
Level 2	3%	9	₹3,600	
Level 3	5%	27	₹18,600	
Level 4	5%	81	₹63,600	
Level 5	6%	243	₹225,400	Elites are paid to this level
Level 6	6%	729	₹710,900	Premiers are paid to this level
Level 7	7%	2187	₹2,410,000	Silvers and above are paid to this level

Levels in your organization Percentage paid on monthly volume Number of people Income based on 150 PV orders

POWER OF THREE TEAM BONUS

Paid monthly based on sales made by you and your team. Each team needs 600 TV to receive this sponsor bonus.



dōTERRA SHARING BONUS

Earn commissions immediately

This is paid weekly. Paid on upline helping new Wellness Advocate achieve sales during the first 60 days and also demonstrating personal sales effort by achieving sales of 100PV or above for the month, via a Loyalty Rewards Program (LRP), or via other efforts.



Change Lives and create an income

Each of us has the opportunity to create and live the life we desire. With dōTERRA®, you can build a financially successful and balanced team that allows you the freedom to live and give more.



“The networking model, in conjunction with a high-quality product or service, presents an unparalleled opportunity for people to thrive.”

—Bob Burg

What would make the biggest impact in your life?

EARNING MORE

- ☐ Work to become debt-free
- ☐ Build a generous savings account
- ☐ Have more financial flexibility
- ☐ Do more charitable giving

WORKING SMARTER

- ☐ Control your time and schedule
- ☐ Build your own dreams
- ☐ Focus on self-improvement and additional education
- ☐ Plan and prepare financially

DOING WHAT YOU LOVE

- ☐ Experience more travel
- ☐ Develop talents and grow interests
- ☐ Serve more
- ☐ Spend more time with family

Partner with dōTERRA® and get where you want to be.

Which path is best for you?

☐ PAY FOR YOUR PRODUCT



₹27,000 - ₹64,000 /month*
Elite—Premier Income Goal

Needed Time
Investment:



Rank Goals:



Elite in
2-3 months



Premier in
6+ months



☐ SUPPLEMENT YOUR INCOME



₹64,000 - ₹382,000 /month*
Premier—Gold Income Goal

Needed Time
Investment:



Rank Goals:



Premier in
3-9 months



Gold in
1-2 years



☐ REPLACE YOUR INCOME



₹382,000 - ₹1,245,000 /month*
Gold—Diamond Income Goal

Needed Time
Investment:



Rank Goals:



Gold in
6-9 months



Diamond in
1-3 years



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Success Is Simple

Focus your actions to create lasting rewards.

Building a successful business with dōTERRA® is as simple as 1-2-3. Engaging with these proven steps empowers you to build a financially successful and balanced team as you change lives.



1. Use dōTERRA® PRODUCTS



Use these tools to support your team-building activities as you naturally share and duplicate.



Names List



Healthy Can Be Simple booklet



Natural Solutions class handout



2. Share dōTERRA®



3. Teach OTHERS

E

EMPOWER

Empower to see possibilities for natural wellness solutions while also inviting them to change their lives and register.

S

SUPPORT

Support your customers and builders through personal, community, and educational connections.

Your Team and Community



Live, Share,
and Build guides



Business Building
Guide

Launch Your Business

Start changing lives and building a successful business team with these simple actions.

1



Live THE WELLNESS LIFESTYLE

- ☐ Get a Live guide, complete your Wellness Consult, and implement your Daily Wellness Plan.

Experience an Intro to Oils and get registered first, if you haven't done so already.

2



Share WITH OTHERS

- ☐ Get a Share guide and schedule your first few presentations with your upline.

Begin thinking right away of people's lives that you hope to change and jot them down on page 2 of the Share guide.

3



Build YOUR BUSINESS

- ☐ Get the Business Building Guide and schedule your first strategy session with your upline mentor.

Come ready for your Intro to Launch by completing the first three checkbox items under "Prepare" on page 7 of the Business Building Guide.

Be a product of the products to fuel your enthusiasm to share with others.

My dōTERRA® Business *Has Given Me ...*



"...**connection**. Just what I needed right now."
—*Celeste Smith, Elite, Michigan*



"...the power to set my own hours and the **flexibility** to pivot in life, whether that's adjusting to a newborn or moving across the country. dōTERRA can look however I want it to."
—*Heather Reed, Diamond, Florida*



"...the **family life** I dreamed of. With no previous business experience, and two babies under two, I never imagined the flexibility we could have in our lives. We now live life on our terms pursuing our dreams and passions. I want this freedom for all families!"
— *Maile Maii, Presidential Diamond, Hawaii*



"...**control over our own time**, the opportunity to travel the world with our family, work side by side with each other, and fulfill a dream of strategizing an impactful and life-changing health and wellness business."
— *Rebecca & Shane Hintze, Double Diamond, Virginia*



"...an extraordinary opportunity to have a **positive impact** on my community and **create a legacy** for my family that centers around personal accountability, service, and empowered health."
—*Victoria McAdams, Diamond, Oregon*



"...amazing **personal growth** opportunities, **time freedom** and a community of people who want to change the world for the better."
—*Carlos Aguilera, Diamond, Utah*



"...the **freedom** to be the CEO of my life. No longer bound by the 9-5, I am now the creator of my everyday."
—*Stephanie Martin, Presidential Diamond, Pennsylvania*



"...the gift of living a **life of purpose** as a full-time family while changing lives and opening up dreams we never thought could be a reality."
—*Pamella Tanimura, Blue Diamond, Hawaii*

Together, we are rapidly sharing hope and wellness through dōTERRA's worldwide movement.

dōTERRA®

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

the meaningful work of a
dōTERRA Wellness Advocate.

