

A wide-angle photograph of a lavender field at sunset. The field is filled with rows of purple lavender plants, with a dirt path leading through the center towards the horizon. The sky is a mix of orange, yellow, and blue, with scattered clouds. In the background, there are rolling hills and mountains under the twilight sky.

# dōTERRA

— INDIA —

# Event Outline

- What is dōTERRA?
- Introduction to dōTERRA India
- What makes dōTERRA essential oils different?
  - Co-Impact Sourcing & Healing Hands Foundation
  - CPTG quality
- Becoming a product of the product (Live – WA testimonials)
- Share & Build
  - (Power of Duplication)
- How to maximize the comp plan
- Recognizing Success
- Current Promotions



dōTERRA<sup>®</sup>

Gift of the EARTH

# From Humble Beginnings in 2008





# dōTERRA Today



World's largest essential oil company



Privately held



15 years old



\$1.3+ billion in assets



\$2+ billion in sales



10+ million customers globally



4,300 corporate employees



41 global offices



27 countries

# Direct Selling Industry (Global)

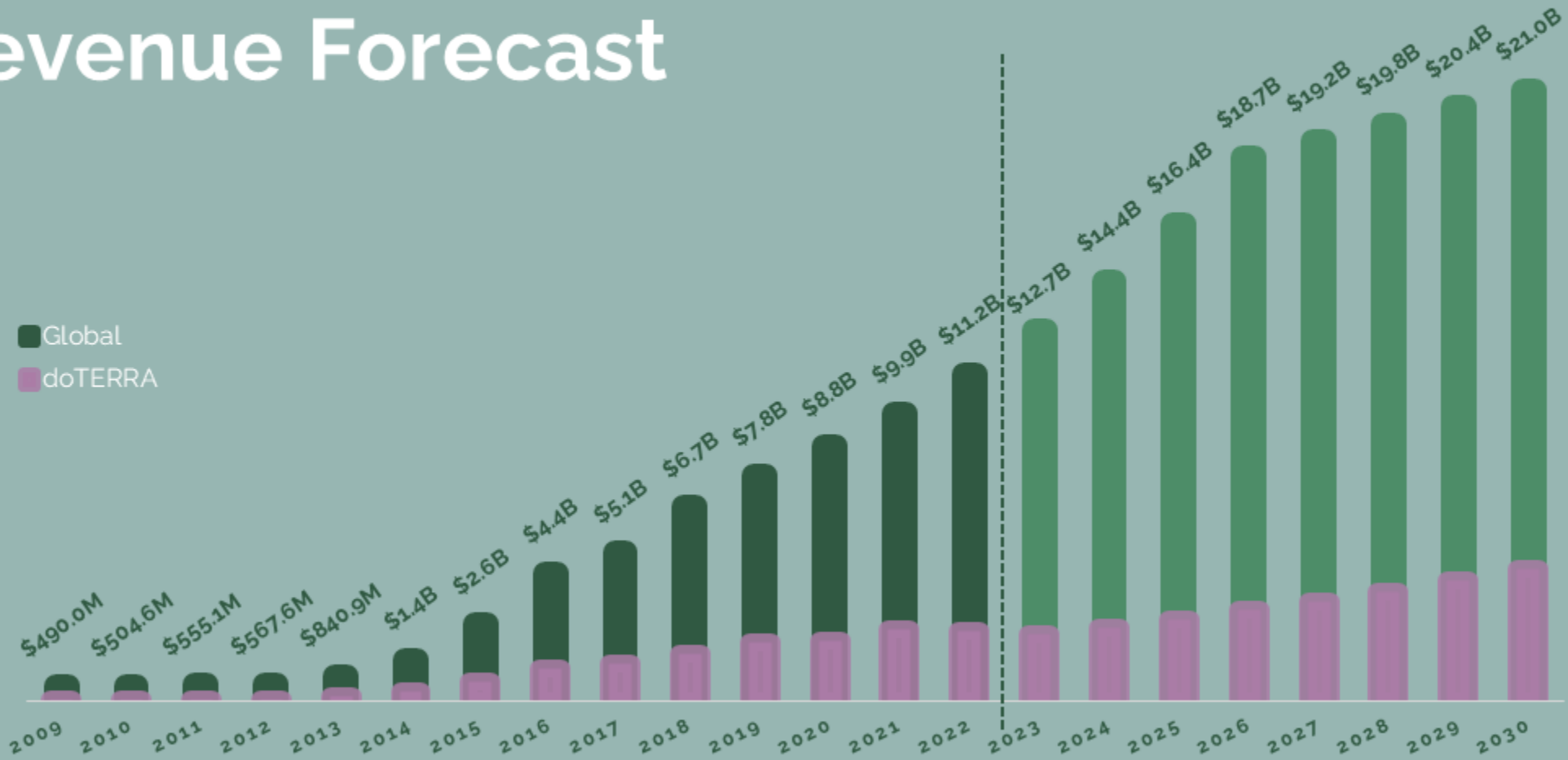
**\$186 billion**  
2021 Global Sales

## Top Direct Selling Companies

1	Amway	\$8.9B	9	Nu Skin	\$2.3B
2	Natura / Avon	\$7.2B	10	PM-International	\$2.3B
3	Herbalife	\$5.8B	11	Atomy	\$1.8B
4	Vorwerk	\$4.6B	12	Tupperware	\$1.6B
5	eXp Realty	\$3.8B	13	Medifast	\$1.5B
6	Mary Kay	\$3.7B	14	Young Living	\$1.4B
7	Primerica	\$2.7B	15	Oriflame	\$1.3B
8	<b>dōTERRA</b>	<b>\$2.4B</b>			

# Aromatherapy and Essential Oils

## - Revenue Forecast



\*The Essential Oil Market in India is \$150M



# The Potential is Limitless!

USA Population: 325M



USA All-Time Enrollments:  
3.6M

USA Market Penetration:  
1.1%

India Population: 1.417B



India All-Time Enrollments:  
6,400

14 year market potential  
(based on USA's penetration)  
**14.2M**

\*Excludes retail enrollments

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**What is dōTERRA's purpose?**

**What makes us unique?**

**Why partner with us?**

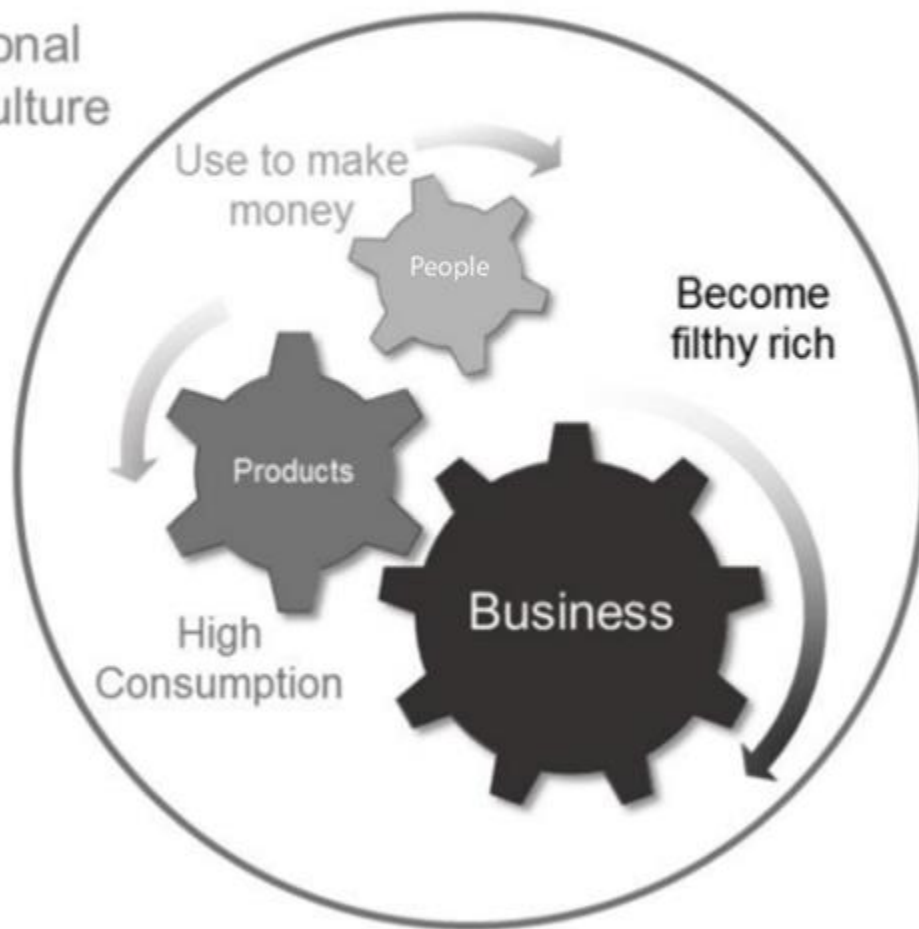


# A DIFFERENCE IN CULTURE

dōTERRA's  
Culture



Traditional  
MLM Culture



dōTERRA

# Changing the world...



one drop



one person



one community

ō

at a time

**Our mark of purity**

**CP** **TM** **G**

# CERTIFIED PURE TESTED GRADE

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**PURE**—100% natural, no artificial ingredients, fragrances, or fillers



**SAFE**—Certified to be free of pesticides and other chemical residues



**POTENT**—Standardized active compounds





dōTERRA®

pursue what's **pure**

source  
to you™

ō

**We are so confident that our oils are pure,** check the quality of your single essential oil bottle.

Check your bottle



**source  
to you™**

**Most Tested. Most Trusted.**



Located on the bottom of each bottle is a code and you can go to this website:

<https://sourcetoyou.com/>  
and see the testing results.





## At the Source

### Co-Impact Oil Prerequisite

Traceability  
Know the people and  
processes



## Environmental Stewardship

- Sustainability
- Comply
- Preserve
- Reduce
- Train



## Poverty Solutions

- Job Creation/Support
- Fair and On-Time Payments
- Fair Labor Conditions
  - Capacity Building
- Community Development



Where do Essential Oils  
come from?





dōTERRA

# Essential Oils from India

A Co-Impact Sourcing Story



A woman wearing a patterned orange and red sari is bent over, working in a lush green field of tall grasses. She is wearing a headscarf and has a red thread on her right wrist. The background is a dense field of green grass.

# 16,901

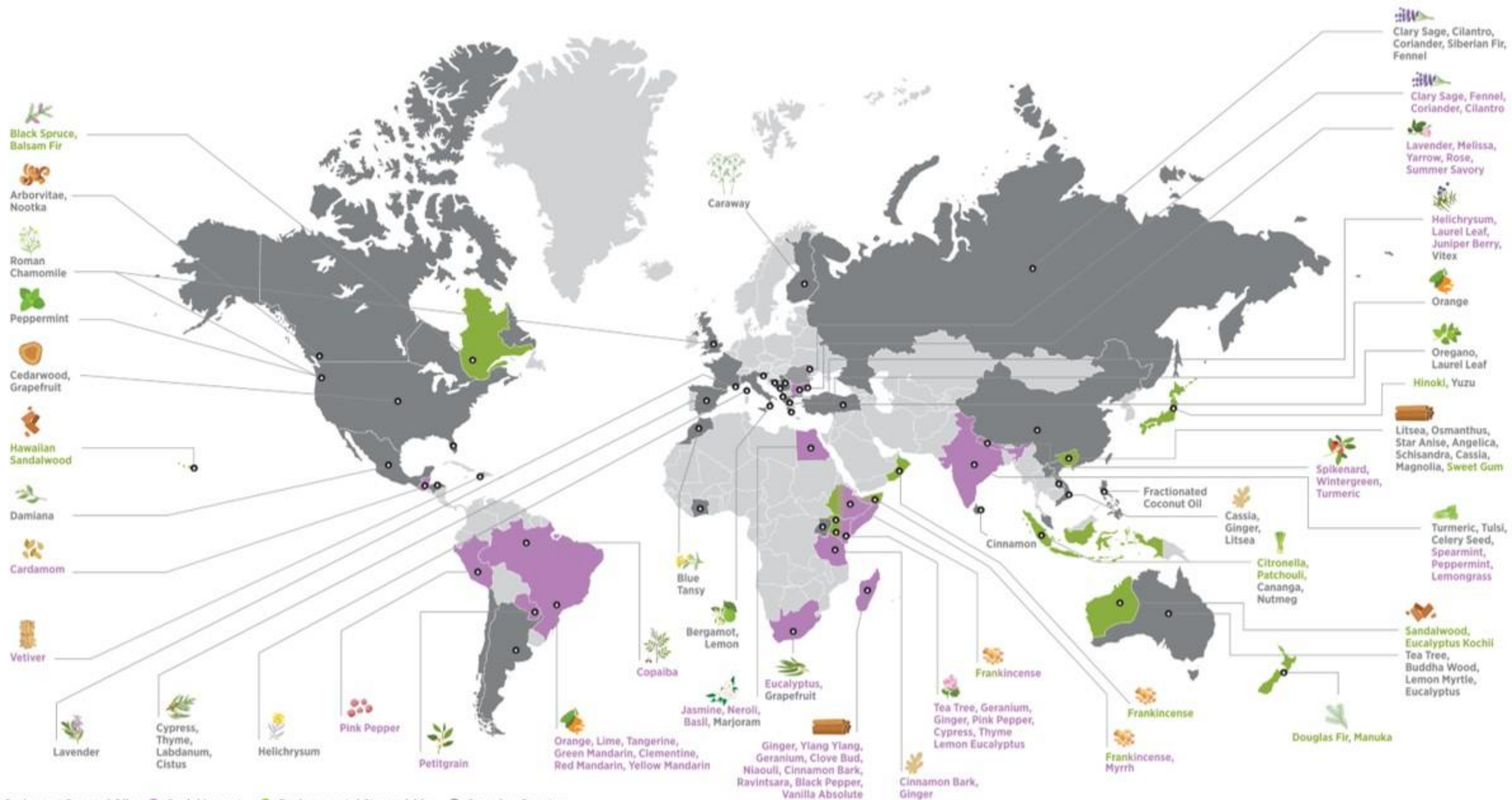
Total Number of Smallholder Farmers

# 23,171

Total Jobs Supported

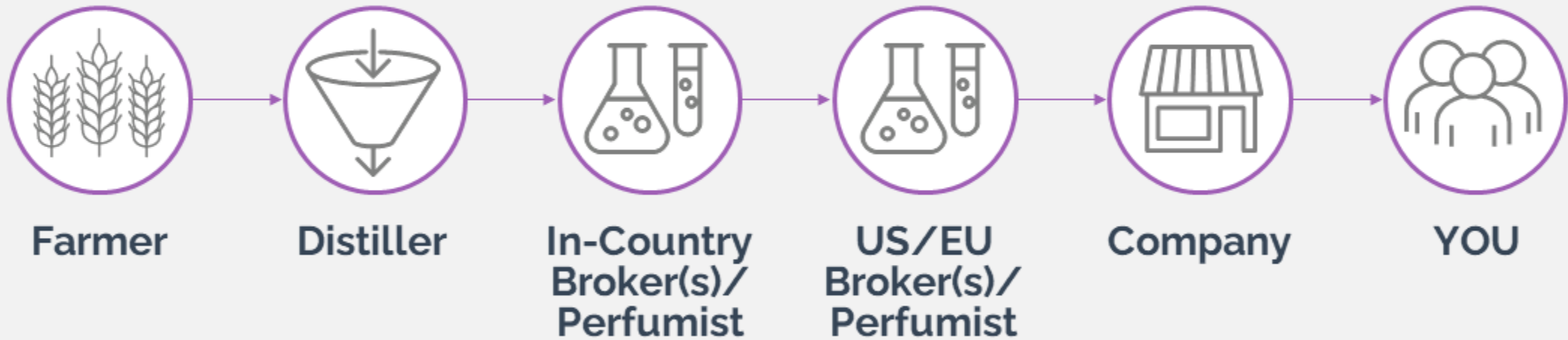
# 106,587

Total Lives Impacted

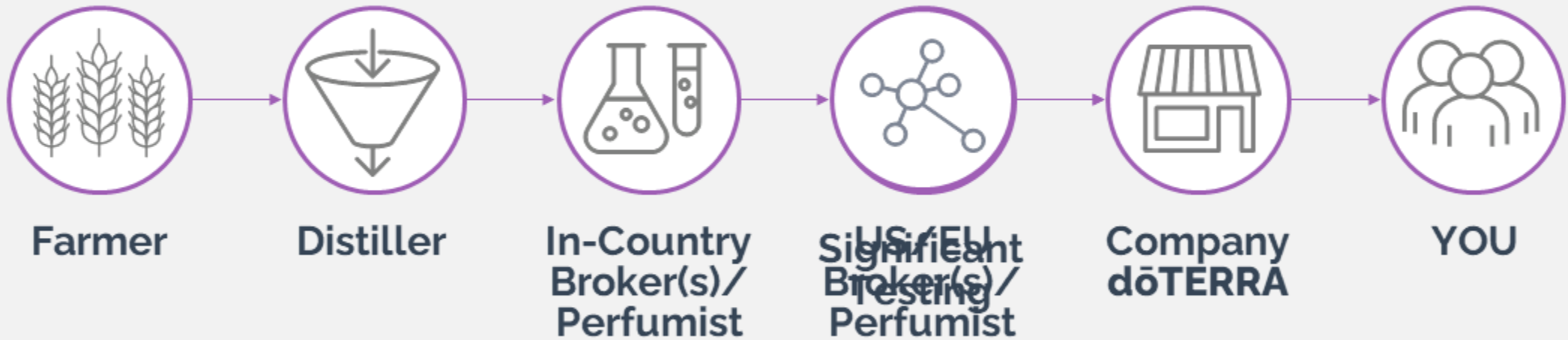


In addition to the regions noted, many oils are additionally sourced from various regions of the world.

# Process for sourcing Essential Oils



# dōTERRA process for sourcing Essential Oils



*Changing the world one drop, one person,  
one community at a time*

**463,025**

Sourcing Jobs Supported

**1,809,822**

Lives Impacted through Sourcing Jobs

**+ 1,167,471**

Lives Impacted through Social Impact Projects

**= 2,977,293**

Total Lives impacted



# The dōTERRA Difference:



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source  
to you

dōTERRA  
cō·impact  
SOURCING



# Triple *Our Impact* by 2030

“Impact” means...





# What is an Essential Oil?

- ◆ Natural aromatic compounds found in plants
- ◆ Steam distilled or cold pressed extraction
- ◆ Powerful, safe benefits without side effects



# Historical Use of Essential Oils

- *Egypt*
- *China*
- *India*
- *Rome*
- *Greece*
- *France*



# Natural Solutions

dōTERRA®

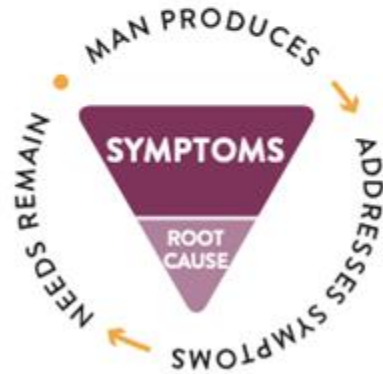
## for healthy, empowered living

Do you need safe, effective, and affordable health solutions?

### YOU HAVE CHOICES

#### Modern Approach

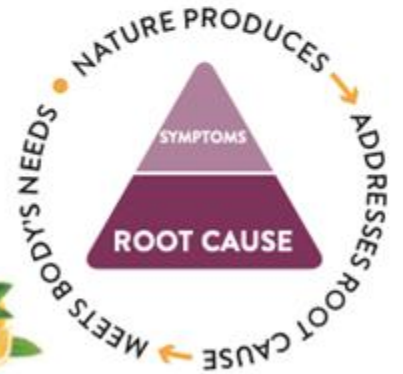
- Designed to manage symptoms
- Made from isolated synthetic agents
- Side effects (known and unknown)
- \$6.5 trillion/year spent on global healthcare
- Are we healthier?



or

#### Natural Approach

- Addresses body's needs and root causes
- Extracted from plants
- Enhances physical and emotional health
- Is safe—benefits without side effects



How do you use Essential Oils?



# Aromatic



- Positively Affect the Mood
- Cleanse the Air
- Open Airways



# Internal

- In Water
- Veggie Caps
- Under Your Tongue





# Topical

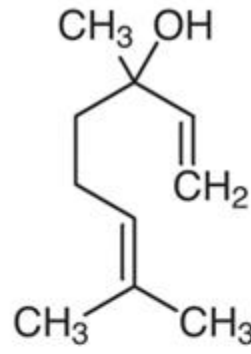
- Localized benefit
- Dilute with fractionated coconut oil for most effective absorption

# Lavender

*Lavandula angustifolia*

Soothing, relaxing

- Linalool and linalyl acetate
- Sleep support and easing feelings of tension



# Lavender

## How do I use it?\*

- Mist onto pillows and bedding at nighttime
- Diffuse before bedtime
- Apply topically to occasional skin irritations

## Blends well with:

- Ylang ylang
- Bergamot
- Cedarwood

\*Internal claims refer to the 5 mL product. Aromatic and topical claims refer to the 15 mL product.



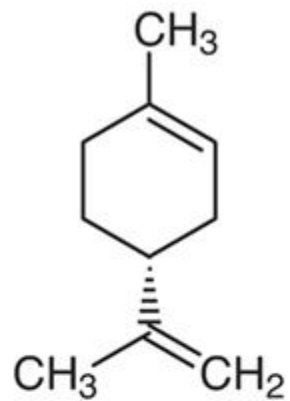


# Lemon

*Citrus limon*

Italy, Brazil

- Temperate climates with perfect soil for citrus fruit
- In Italy (Sicily), lemons can grow to be the size of softballs



## Lemon

*Citrus limon*

Uplifting, invigorating

- Limonene and pinenes
- Refreshes air and surfaces\*
- Cleansing and digestive benefits
- when consumed internally\*

\*Internal claims refer to the 5 mL product. Aromatic and topical claims refer to the 15 mL product.



# Lemon

## How do I use it?\*

- Add a drop to water or other drinks
- Use on surfaces for cleansing and aroma
- Diffuse for an uplifting environment

## Blends well with:

- Grapefruit or other citrus
- Rosemary
- Ginger
- Lavender

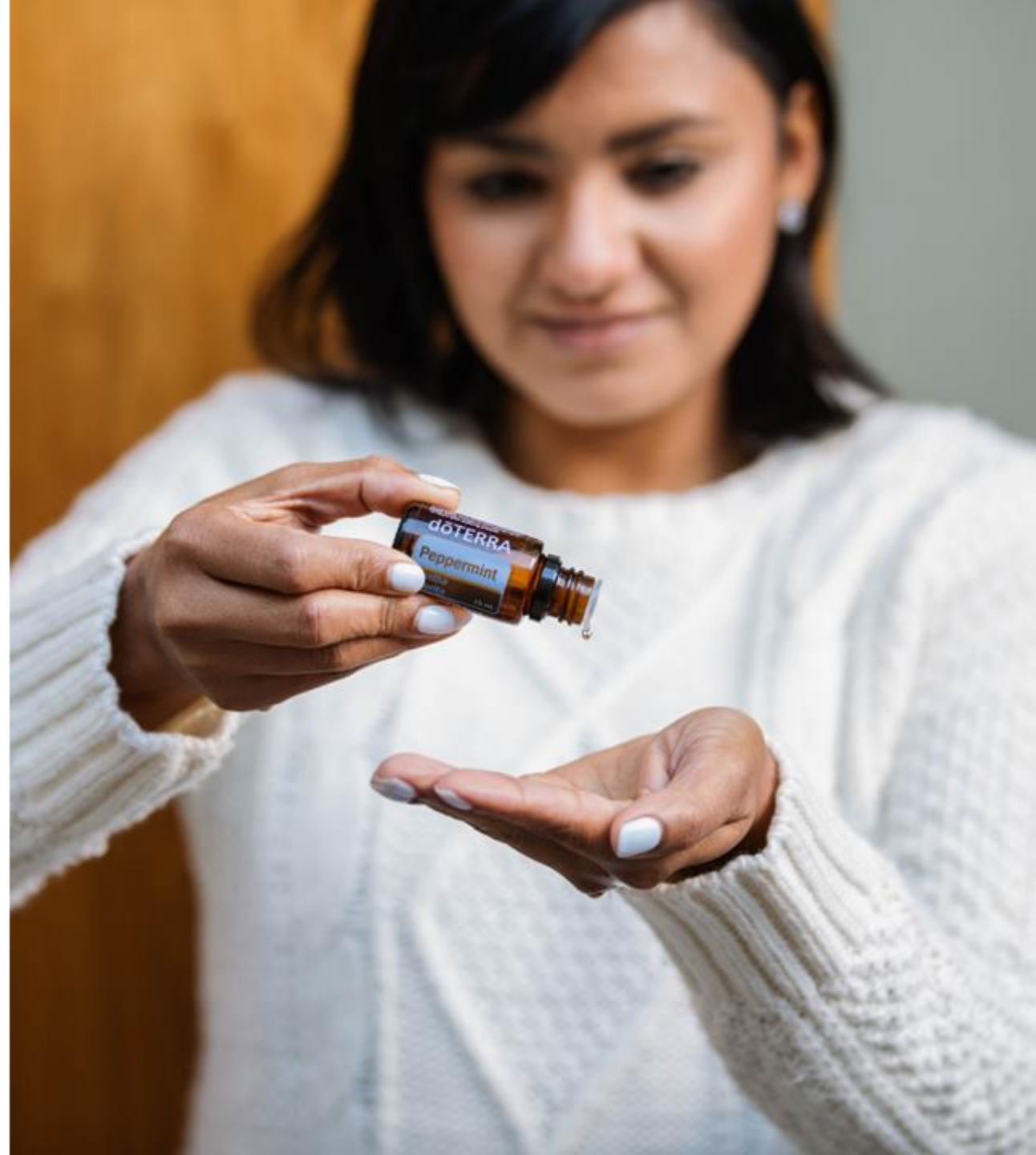
\*Internal claims refer to the 5 mL product. Aromatic and topical claims refer to the 15 mL product.

# Peppermint

*Mentha piperita*

USA, India

- Uttar Pradesh, Punjab, Bihar
- Spent material fuels distillation and mulches fields

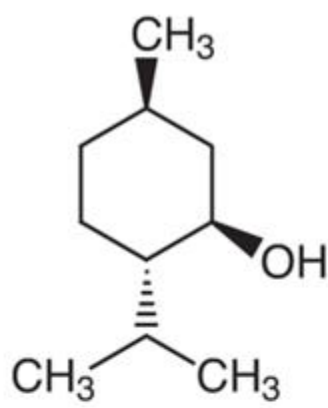


# Peppermint

*Mentha piperita*

Refreshing and minty

- Menthol and menthone
- Freshens breath and enlivens senses\*
- Cooling when applied topically\*



\*Internal claims refer to the 5 mL product. Aromatic and topical claims refer to the 15 mL product.



# Peppermint

## How do I use it?\*

- Add a drop to warm or cold drinks
- Diffuse for uplifting and refreshing aroma
- Massage onto skin for cooling effect

## Blends well with:

- Spearmint
- Wild Orange
- Cedarwood

\*Aromatic and food claims refer to the 15 mL product.  
Topical/cosmetic claims refer to the 5 mL product.



DID  
YOU  
KNOW



ONE drop of peppermint essential oil is equivalent to 28 cups of peppermint tea!

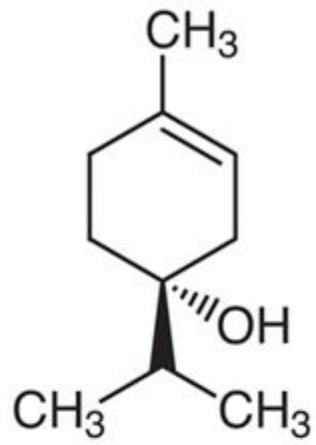


## Tea Tree

*Melaleuca alternifolia*

Australia, Kenya

- Supports local jobs and ecosystems
- Sustainable harvesting
- Closed loop – biomass mulches fields



## Tea Tree

*Melaleuca alternifolia*

Purifying, clarifying

- Terpinen-4-ol, alpha- and gamma-terpinenes
- Excellent addition to personal care products
- Supportive to healthy skin and nails



# Tea Tree

## How do I use it?

- Apply to occasional skin irritations
- Add a drop to haircare or skincare products
- Massage into feet with carrier oil

## Blends well with:

- Eucalyptus
- Peppermint
- Lavender

# Frankincense

*Boswellia spp.*

Oman, Somaliland, Ethiopia

- Unique growing environment
- Expertise to harvest correctly
- Oldest global supply chain

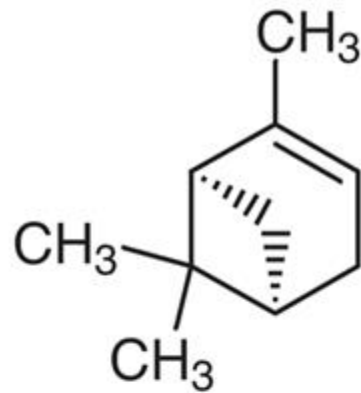


# Frankincense

*Boswellia spp.*

Meditative, health supportive

- Alpha-pinene and limonene
- Help to sustain healthy immune function\*
- Excellent for meditation and daily tonic\*



\*Internal claims refer to the 5 mL product. Aromatic and topical claims refer to the 15 mL product.

# Frankincense

## How do I use it?\*

- Add a drop to skincare
- Take in a veggie capsule as part of daily regimen
- Massage into skin for topical and aromatic benefits

## Blends well with:

- Cedarwood
- Sandalwood
- Siberian fir

\*Internal claims refer to the 5 mL product. Aromatic and topical claims refer to the 15 mL product.





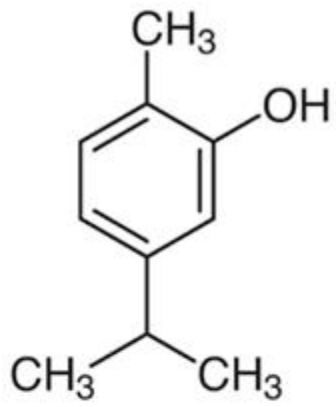


# Oregano

*Origanum vulgare*

Turkey

- Grows wild in Mediterranean and Eurasian regions
- Harvested 1-2 times per year



## Oregano

*Origanum vulgare*

Cleansing, supportive

- Carvacrol, thymol
- Versatile as a savory flavoring
- Powerful antioxidant



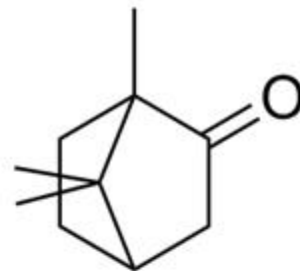
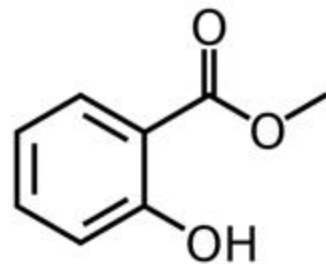
## Oregano

### How do I use it?

- Add a drop to marinades for meat and vegetables
- Add a drop to salad dressing
- Use as a seasoning for sauces, curries, or toppings

### Blends well with:

- Lemon
- On Guard
- Rosemary



## dōTERRA Deep Blue®

*Wintergreen, Camphor, Peppermint, Ylang ylang, Helichrysum, Blue Tansy, Blue Chamomile, Osmanthus*

Soothing, cooling

- Methyl salicylate, camphor, menthol, chamazulene
- Supports relaxing massage
- Excellent for cooling and comforting



# dōTERRA Deep Blue®

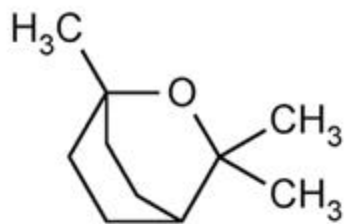
## How do I use it?

- Add to carrier oil for a bedtime massage
- Apply to legs and lower back after a long day
- Massage into feet and knees before or after exercise

## Blends well with:

- Lavender
- Copaiba
- Helichrysum





## dōTERRA Breathe®

*Laurel Leaf, Eucalyptus, Peppermint, Tea Tree, Lemon, Cardamom, Ravintsara, Ravensara*

Clear and calm breathing

- Eucalyptol (1,8-cineole), menthol, limonene
- Equipped for seasonal threats
- Feelings of clear breathing



## doTERRA Breathe®

### How do I use it?

- Apply to chest or feet
- Apply to hands and inhale
- Diffuse at bedtime to promote restful sleep

### Blends well with:

- Lemon
- Peppermint
- Serenity

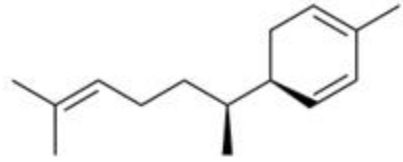
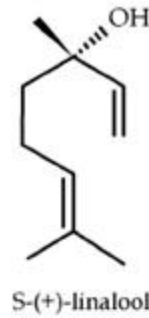
# DigestZen™

*Peppermint, Coriander, Ginger, Caraway,  
Cardamom, Fennel, Anise, Tarragon*

Calming to digestive system

- Menthol, linalool, alpha-zingiberene, eucalyptol (1,8-cineole)
- Supports relaxing massage\*
- Excellent for supporting digestion following a large meal\*

\*Internal claims refer to the 5 mL product. Aromatic and topical claims refer to the 15 mL product.





# DigestZen™

## How do I use it?\*

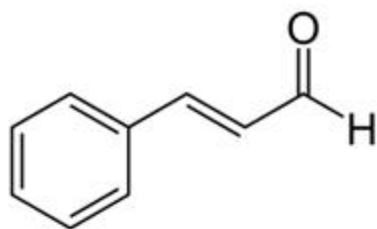
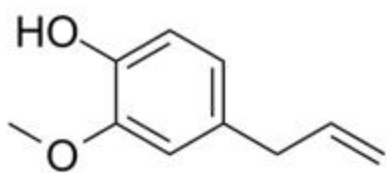
- Add to carrier oil for a comforting abdominal massage
- Inhale or diffuse to ease the effects of motion sickness
- Use one drop in 120 mL liquid for internal support

## Blends well with:

- Peppermint
- Spearmint
- Ginger

\*Aromatic and food claims refer to the 15 mL product.  
Topical/cosmetic claims refer to the 5 mL product.





## dōTERRA On Guard®

*Wild orange, Clove, Cinnamon leaf,  
Cinnamon bark, Eucalyptus, Rosemary*

Energizing and immune  
supportive

- Limonene, eugenol, cinnamaldehyde, Eucalyptol (1,8-cineole)
- Immune support internally\*
- Uplifting and energizing aromatically\*

\*Internal claims refer to the 5 mL product. Aromatic and topical claims refer to the 15 mL product.



## doTERRA On Guard®

### How do I use it?\*

- Add to carrier oil and massage into chest or feet
- Apply to hands and inhale
- Diffuse at home or at work for a warming, uplifting aroma

### Blends well with:

- Frankincense
- Eucalyptus
- Ginger

\*Aromatic and food claims refer to the 15 mL product. Topical/cosmetic claims refer to the 5 mL product.

# Safety Guidelines & Cautions

- **Read labels**
  - Note warnings and usage guidelines.
  - 
  - **Areas to avoid**
  - Never put in ears, eyes, nose & other sensitive areas.
  
  - **Dilution**
  - Use carrier oils to minimize sensitivity, never water.
  
  - **Strong (hot) oils**
  - Always dilute when using strong (hot) essential oils.
- **Sun sensitivity**
  - Avoid direct sunlight or UV rays with photosensitive oils.
  
  - **Safe storage**
  - Oils should be stored away from excessive heat or light and away from children.
  
  - **Supervise children**
  - Always supervise young oil users and make sure to dilute before use.

# Usage Icons

Use usage guidance icons for essential oil safety.



**Aromatic**

Can be used  
aromatically



**Topical**

Can be used  
topically



**Internal**

Can be used  
internally



**Neat**

Can be used with no  
dilution



**Dilute**

Dilute before using  
topically



**Sensitive**

Dilute for young or  
sensitive skin

The image shows the Taj Mahal in Agra, India, during the "golden hour" of late afternoon. The white marble mausoleum is illuminated by a warm, low sun, creating a soft glow. The central dome and four minarets are clearly visible. In the foreground, a long, narrow reflecting pool stretches across the frame, mirroring the building and the sky. The sky is a deep, clear blue, and the overall atmosphere is serene and majestic.

# AromaTouch® Hand Technique

—  
How to Open with Confidence

# HOW TO PERFORM THE aromatouch<sup>®</sup> HAND TECHNIQUE

## Five Simple Movements



## — ESSENTIAL OILS ARE SIMPLE —

### 3 COOL THINGS ABOUT ESSENTIAL OILS

#### 1 NATURAL

- Natural and easy to use.
- Extracts from plants with amazing benefits.
- CPTG\*



#### Peppermint

- Diffuse for an energizing aroma
- Dilute and rub on skin for a cooling effect
- Use in aromatherapy to promote clear breathing

#### 2 EFFECTIVE

- Effective way to help towards everyday wellness.
- Pure, safe and potent



#### dōTERRA On Guard®

- Supports immune system's natural function
- Warm, citrusy
- Great to use in the home

#### 3 AFFORDABLE

- \$6.5 trillion/year spent on global healthcare.
- Essential oils are extremely affordable when you consider the cost per drop.
- Save money with natural solutions.



#### Lavender

- Promotes feelings of relaxation
- Calming for the skin
- Soothing aroma

### 3 WAYS TO USE dōTERRA® ESSENTIAL OILS

#### A AROMATIC

##### Diffuse or inhale to:

- Positively affect mood
- Refresh the air
- Promote feelings of clear airways



#### Wild Orange

- Energizing aroma
- Invigorating flavor



#### dōTERRA Breathe®

- Maintain feelings of clear airways
- Promotes feelings of clear breathing day and night

#### T TOPICAL

##### Apply to affected area for:

- Localized benefits
- Dilute with Fractionated Coconut Oil for best results



#### dōTERRA Deep Blue®

- Helps to lessen tension
- Soothing to head and neck during a comforting massage



#### DigestZen™

- Helps to soothe stomach upset
- Use topically at mealtimes to help

#### I INTERNAL

##### Enjoy a few drops:

- In water
- Under your tongue



#### Lemon

- Refreshing for the home when diffused
- Adds a zesty punch when used in dessert recipes



#### Frankincense

- Can help sustain a healthy immune function response when ingested
- Creates an uplifting environment when diffused

# How to teach a dōTERRA Class

Keep it Simple



### 1 What are Essential Oils?

- Pure plant extracts
- Aromatic compounds that are extracted and distilled from plants for various wellness benefits
- Highly concentrated
- Found in seeds, bark, stems, roots, flowers and other plant parts
- Natural solutions for your home and wellbeing



Peppermint Leaf Oil Sac

1 drop of Peppermint Essential Oil = 1 Cup of peppermint tea



**Peppermint 15ml** (Sourced from India/USA)

- Use a drop around the neck to wake the senses
- Combine 1-2 drops with shampoo to promote a healthy scalp
- Add to cold water foot bath to cool off

### 2 Why use Essential Oils?

- 100% natural, without any synthetic chemicals
- Affordable cost-per-drop
- Pure, safe, and potent
- Easily absorbed by your body
- Contain an array of compounds that provide versatile benefits




**Lavender 15ml** (Sourced from Bulgaria/France)

- Calms emotions
- Apply 1-2 drops to soothe skin
- Apply a few drops to pillows, bedding, or feet to support restful sleep

### 3 How do you use Essential Oils?



**A Aromatic**  
Inhale or diffuse to open airways, improve mood and freshen the air.

**T Topical**  
Apply topically to localize desired areas. Use a carrier oil to sustain absorption.

**I Internal**  
Enjoy a few drops in water or under your tongue.



**dōTERRA Breathe<sup>®</sup> 15ml** (Respiratory Blend)

- Apply 1-2 drops to the chest and back to help provide easier breathing
- Diffuse at night to soothe the senses and promote restful sleep
- Use when outside at times of seasonal changes



**dōTERRA Deep Blue<sup>®</sup> 15ml** (Soothing Blend)

- Apply to feet and knees before and after exercise
- Use for a soothing massage
- Massage with a few drops of carrier oil on growing kids' legs



**Lemon 5ml** (Sourced from Brazil/Italy)

- Powerful home cleaning solution
- Adds a sweet and zesty flavor to dessert recipes
- Add 1-2 drops to your water as an alternative to soda



**Frankincense 15ml** (Sourced from Somalia/Oman/Ethiopia)

- Diffuse 3-4 drops for peaceful and relaxed feelings
- Creates an uplifting environment
- Apply 1-2 drops to help reduce appearance of skin imperfections



**DigestZen<sup>™</sup> 15ml** (Digestive Blend)

- Apply topically after eating a large meal
- Use 1-2 drops to soothe an upset stomach
- Take on a road trip to ease motion sickness



**dōTERRA On Guard<sup>®</sup> 5ml** (Protective Blend)

- Add 2-3 drops to water for immune support
- Use during chilly days to invigorate the body
- Energizes and uplifts when diffused

**Application Methods:**

- A** Can be used aromatically
- I** Can be used internally
- T** Can be used topically
- N** Can be used with no dilution (neat)
- S** Dilute for young or sensitive skin (sensitive)



**Tea Tree 15ml** (Sourced from Australia/Kenya)

- Combine 1-2 drops with your facial cleanser or aftershave
- Apply to nails after bathing to keep them looking healthy
- Natural alternative to cleaning supplies



**Oregano 5ml** (Sourced from Turkey)

- Supports a healthy digestive system
- Put one drop in place of dried oregano in sauces or on a roast

### 4 What makes dōTERRA Essential Oils different?



**Certified Pure Tested Grade™**

Our oils are the most tested, most trusted

- CPTG<sup>®</sup> is dōTERRA's guarantee that our oils are pure and free of fillers or harmful contaminants
- CPTG<sup>®</sup> quality processes span the entire supply chain and include over 90 separate tests
- Scan the QR code for more information



**Co-Impact Sourcing™**

We source the best and help the most

- Ensure plants are harvested sustainably in their natural habitat
- Work with farmers & distillers directly, providing fair & on-time payments
- We invest in their infrastructure

**dōTERRA Healing Hands™**

We help the world heal

- We join with our Wellness Advocates and other partners to give back to our grower communities
- Investments in communities include clinics, schools, water projects, etc.

### 5 How can our natural solutions help you achieve your goals?

Top Wellness Goals	Natural Solutions
1	
2	
3	

LIFE IMPROVEMENT

PROACTIVE MEDICAL CARE

INFORMED SELF-CARE

REDUCE TOXIC EXPOSURE & SUPPORT DETOXIFICATION

REST & MANAGE STRESS

MOVEMENT & METABOLISM

NUTRITION & DIGESTION

Suggested essential oil education reference materials:

### 6 Let's get started!

Choose a kit, membership type, and whether to opt into LRP

**HOME ESSENTIALS KIT**

SKU: 60223983  
WHOLESALE: \$24,909.80  
PV: 200

**SAVE \$15,000**



**HEALTHY EXPERIENCE KIT**

SKU: 60223714  
WHOLESALE: \$10,060.70  
PV: 100

**SAVE \$10,000**



Membership Benefits	Preferred Customer	Wellness Advocate
25% discount	1	1
Loyalty rewards (LRP)	1	1
Earn bonuses	1	1

**Next Steps:**

- Place first order of oils or kits discussed above and opt into LRP
- Schedule a follow up meeting to review the Live Guide and complete the Wellness Consult on page 16
- Wellness Consult time & date: ..... place: .....

**Loyalty Rewards Program (LRP)**

Starting the month following registration you can begin accumulating points from your monthly orders. Redeem points for free dōTERRA products.

**Loyalty Rewards Program Percentage**

10%  
1-2 months

15%  
4-6 months

20%  
7-9 months

25%  
10-12 months

30%  
13+ months

# What are the best ways to Learn about essential oils?

---

doTERRA.com

is a great resource.

- Certification course
- Product Information Pages
- Science blog

Sourcetoyou.com

- Essential oil chemistry
- Information on sourcing
- Essential oil background

For scholarly reading:

- PubMed
- Scholar.google.com

# Where do I get product education?



# **Product Testimonials**

# 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



**CPTG®**  
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 [sourcetoyou.com](http://sourcetoyou.com).



### A dōTERRA SUCCESSFUL TEAM TOUCHES MANY LIVES

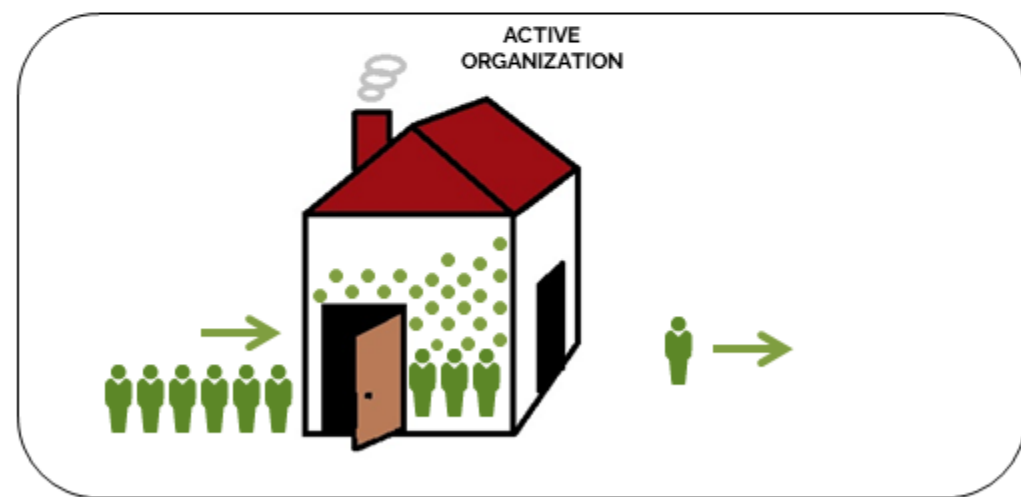
As you grow your dōTERRA business, lives are uplifted. Sourced from over 40 different countries where plants thrive most, each purchased oil improves the lives of growers and their communities around the world.

# Why has dōTERRA been so SUCCESSFUL?



## dōTERRA's Word-Class Retention

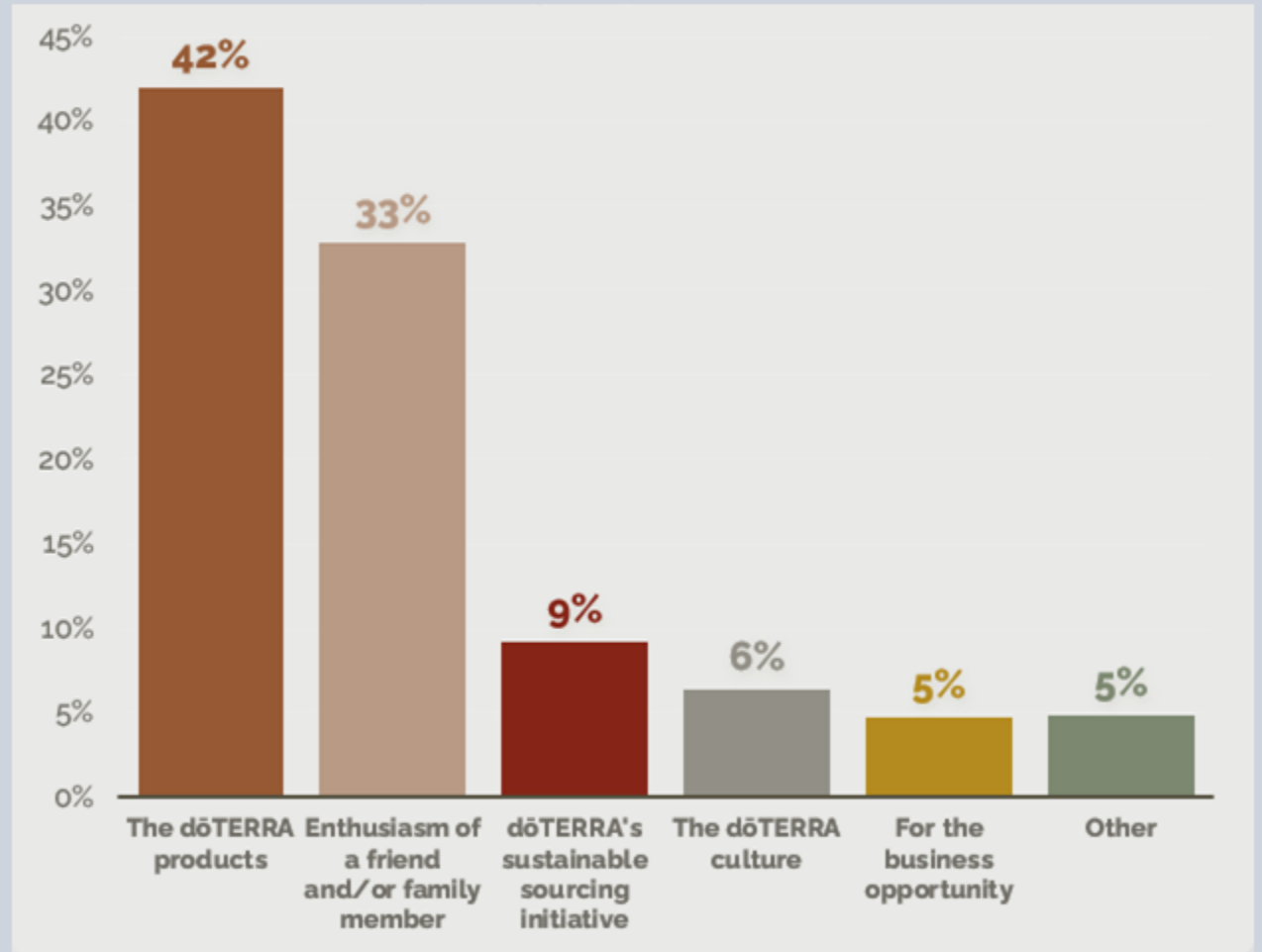
- 65% over 1 year
- 50+% over 10 years!



# PRODUCT BASED - Why did you join? -

*\*Question asked to a random sample of all customers that have enrolled with dōTERRA over the past 24 months*

Why did you join dōTERRA?



# Choose

## How you want to get the Products

### Membership Benefits

25% discount

Loyalty rewards (LRP)

Earn bonuses

Preferred Customer

Wellness Advocate

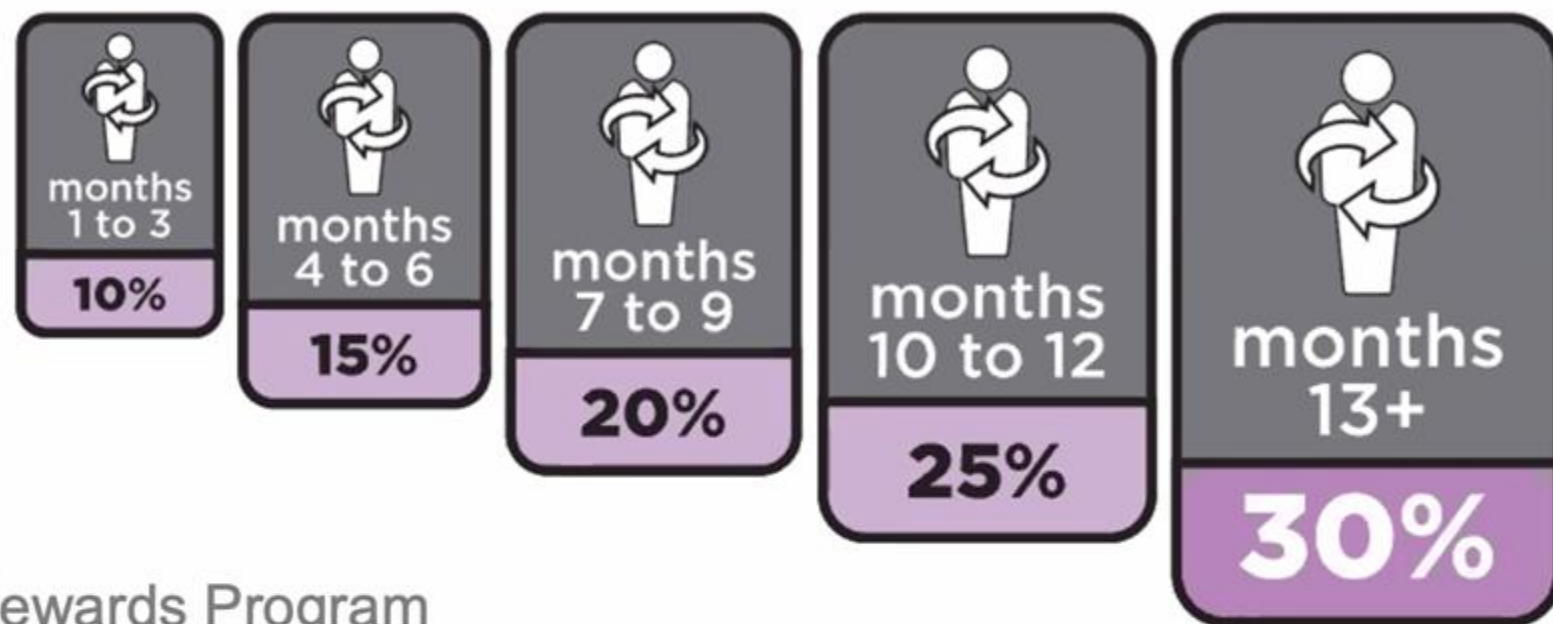


**Minimal  
documentation  
required!**

**KYC  
documentation  
required!**



# Loyalty Rewards Program



Maximize the Loyalty Rewards Program

PERSONAL VOLUME (PV) MUST EXCEED	1+	50	100	125	200
Maintain Loyalty Rewards Points	✓	✓	✓	✓	✓
Earn Loyalty Rewards Points and Increase Percentage		✓	✓	✓	✓
Earn Commissions			✓	✓	✓
Participate in Product of the Month Club				✓	✓
Participate in Product Promotions					✓

# 5 WAYS TO EARN WITH dōTERRA

1

Retail  
Profit

2

Sharing  
Bonus

3

Power  
of 3 Bonus

4

Uni Level  
Group Sales  
Bonus

5

Leadership  
Pools

# 1 Retail Profit

Wellness Advocates may earn a retail profit by purchasing product and reselling to a retail customer.

25  
%



# 1 Retail Profit

MRP:

₹2,865

Wholesale Price:

₹1,825

Wholesale Price Including GST:

₹2,153

Retail Profit / Discount:

₹712

For Preferred Customers & Wellness Advocates

25 % off on MRP



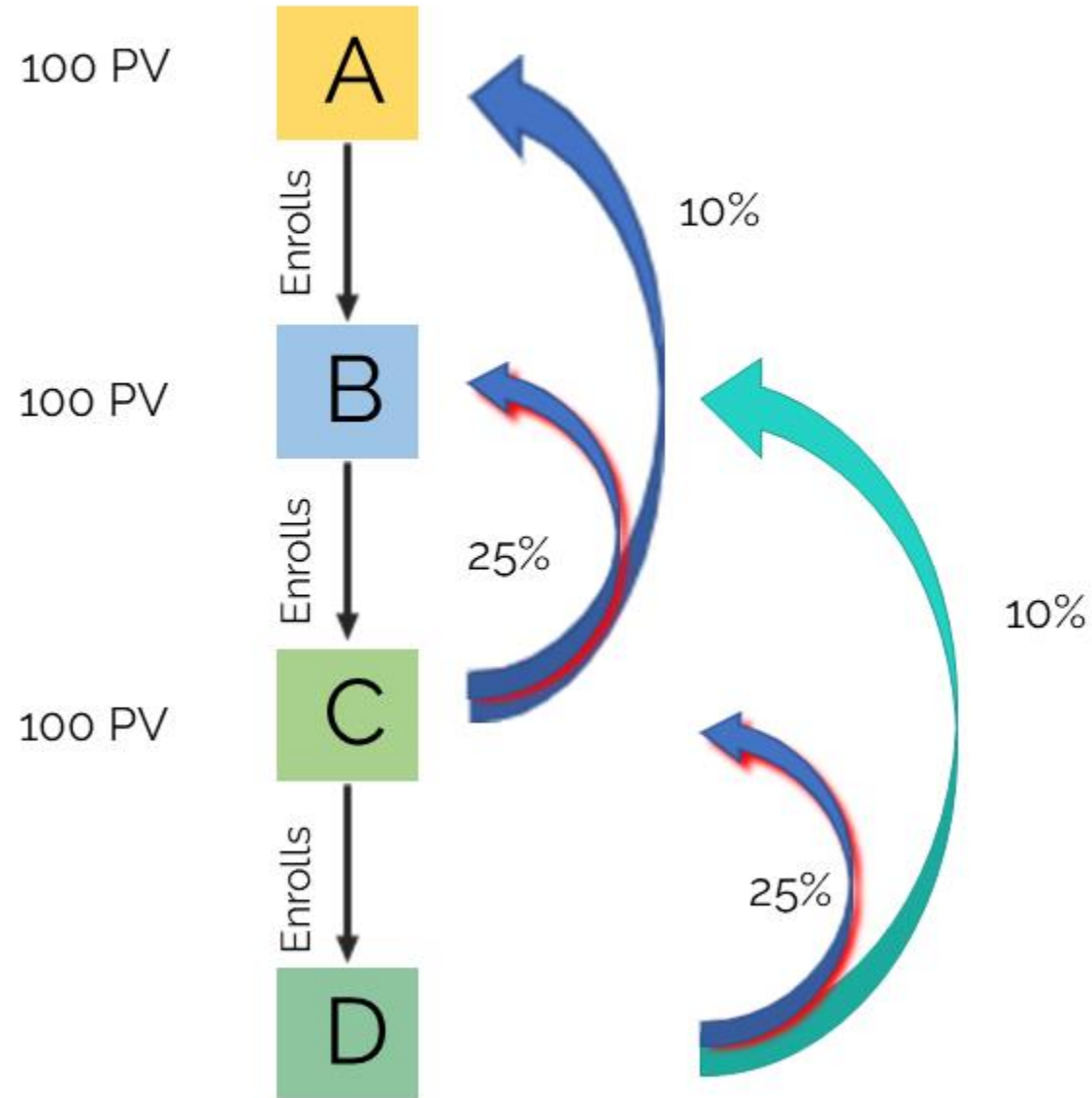
Item: 60219319  
Size: 15 mL  
MRP: ₹2,865  
25 PV

# 2 Sharing Bonus

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.



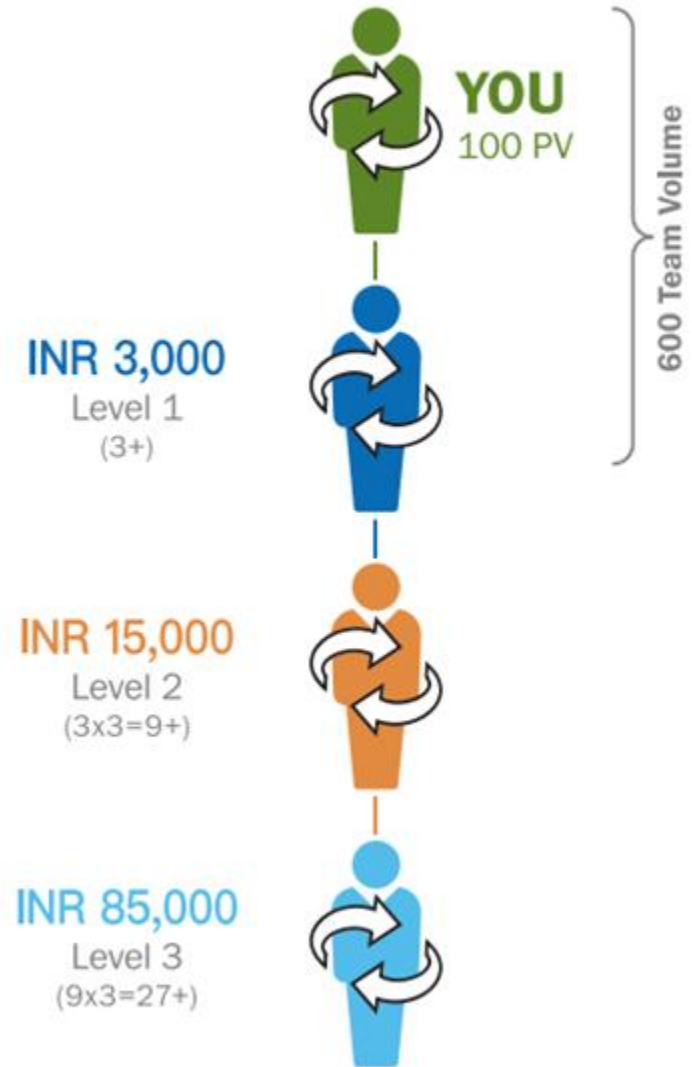
# doTERRA SHARING BONUS (Paid Weekly)



# 3 Power of 3 Bonus

A Wellness Advocate who achieves the following is eligible to earn the bonus:

1. Personal sales turnover of 100 PV
2. Total Team volume (TV) of 600 in a month
3. Develops a team of three persons in his/her frontline with 100 PV



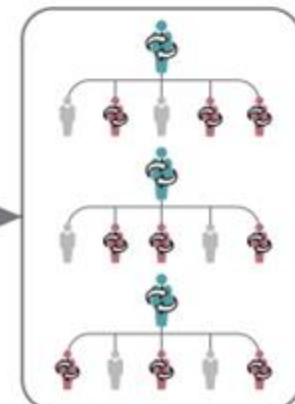
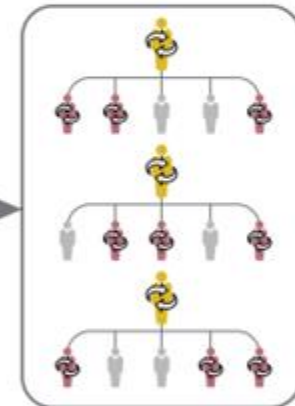
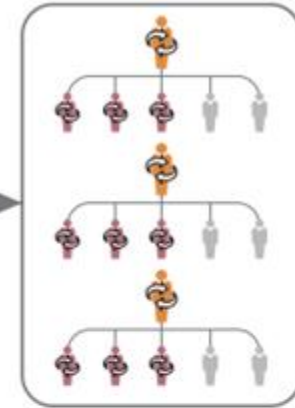
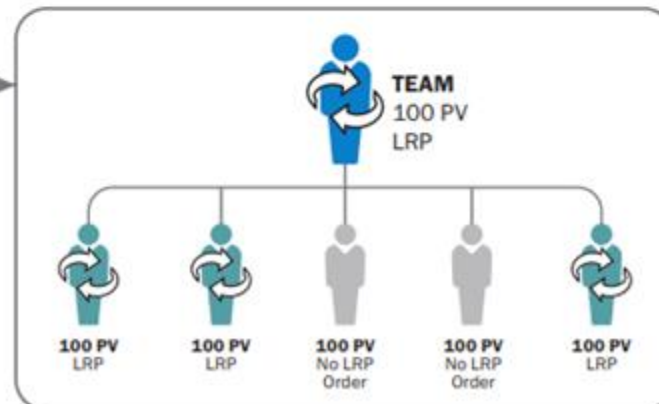
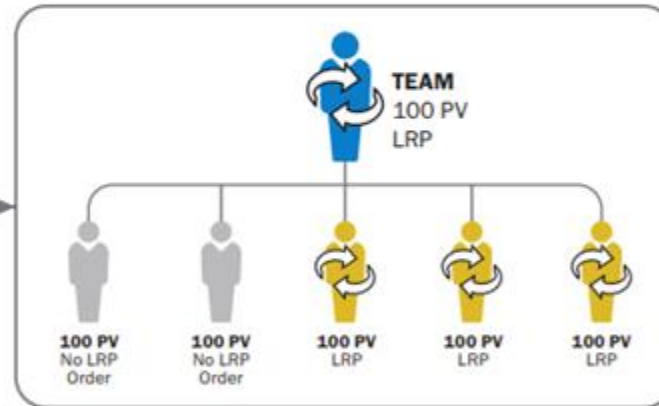
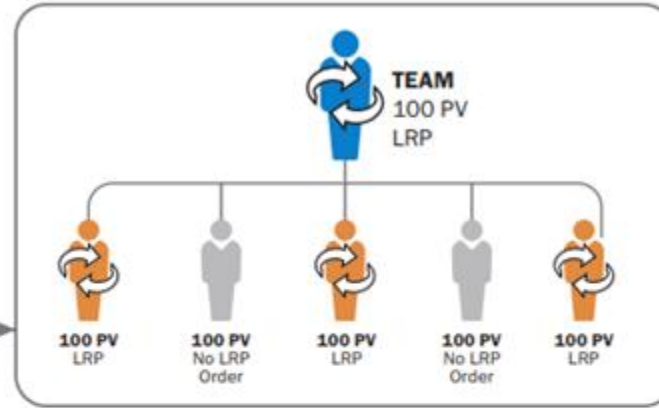
## INR 3,000 Bonus

## INR 15,000 Bonus

## INR 85,000 Bonus

A Wellness Advocate who achieves the following is eligible to earn the bonus:

1. Personal sales turnover of 100 PV
2. Total Team volume (TV) of 600 in a month
3. Develops a team of three persons in his/her frontline with 100 PV





## INR 3,000 Bonus

## INR 15,000 Bonus

## INR 85,000 Bonus

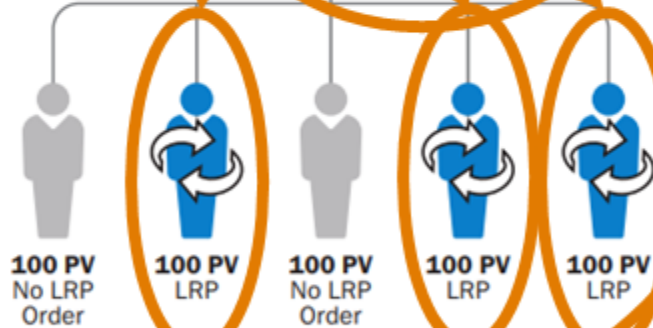
A Wellness Advocate who achieves the following is eligible to earn the bonus:

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2. Total Team volume (TV) of 600 in 1 month
3. Develops a team of three persons in his/her frontline with 100 PV

### Building a Qualified Team

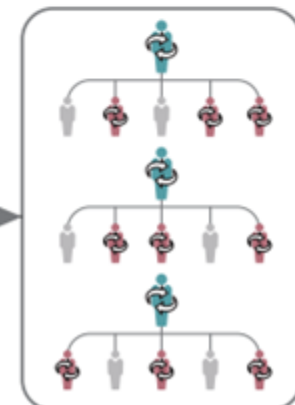
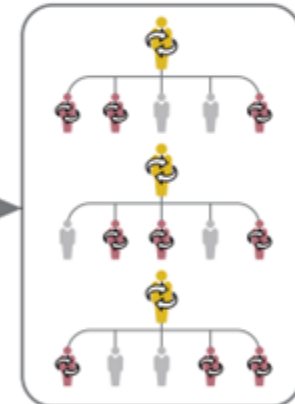
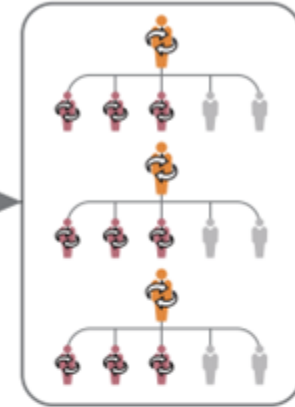
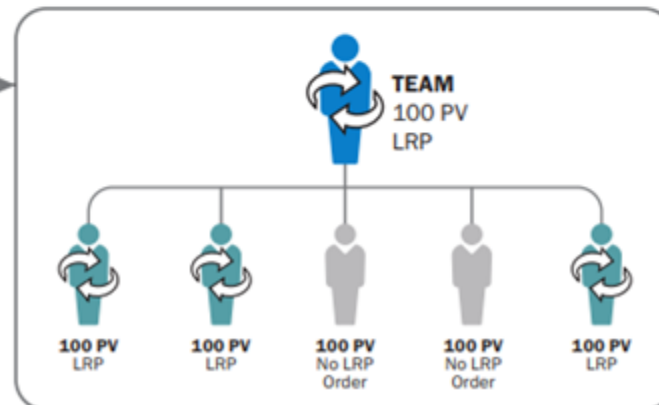
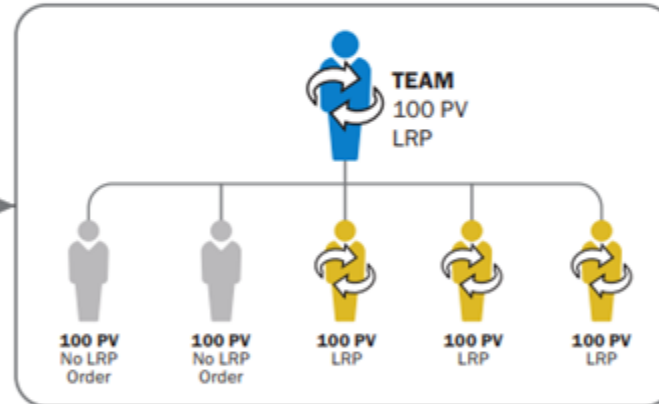
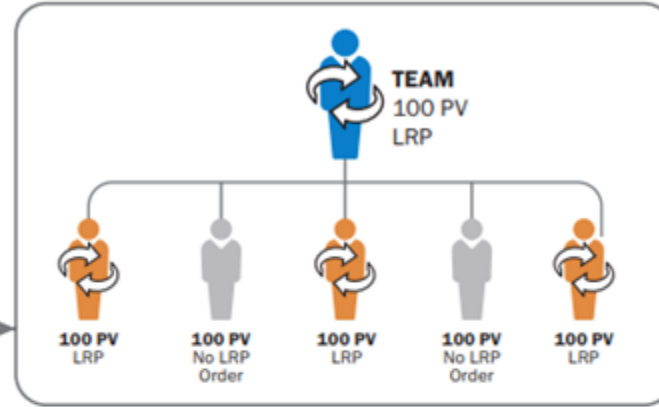
₹3,000 Bonus

**YOU**  
100PV Loyalty Rewards Order (LRP)



Level One: Personally Sponsored Wellness Advocates

### Loyalty Rewards Key



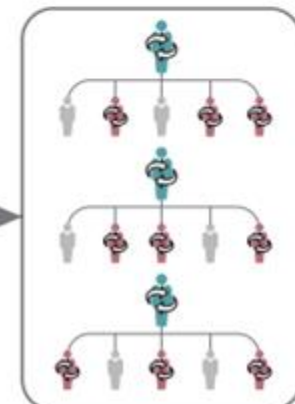
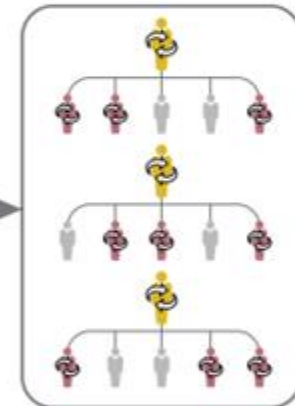
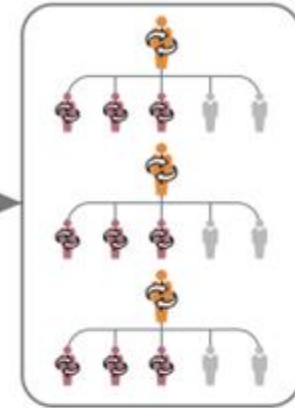
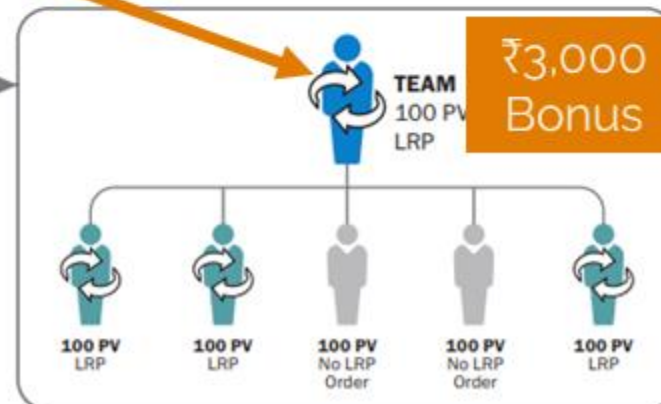
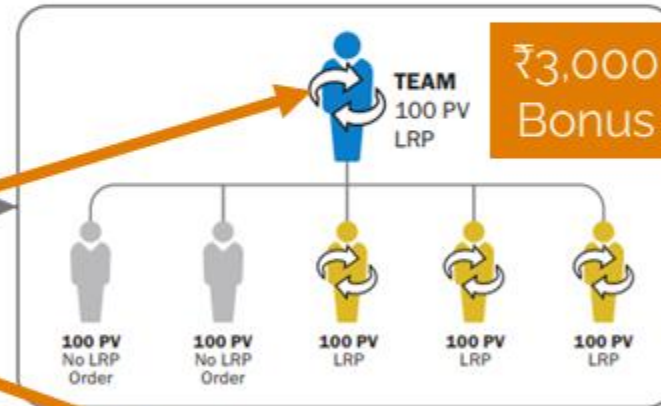
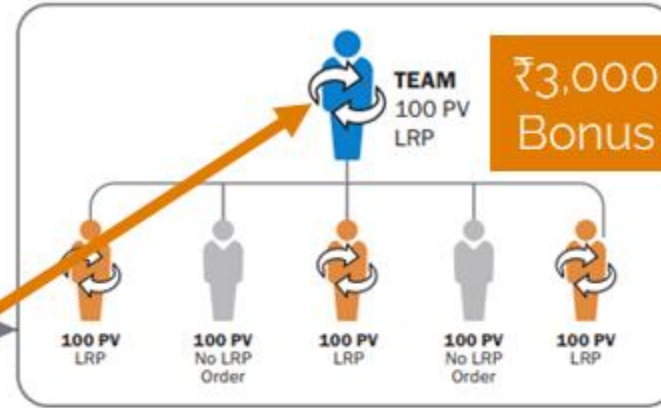
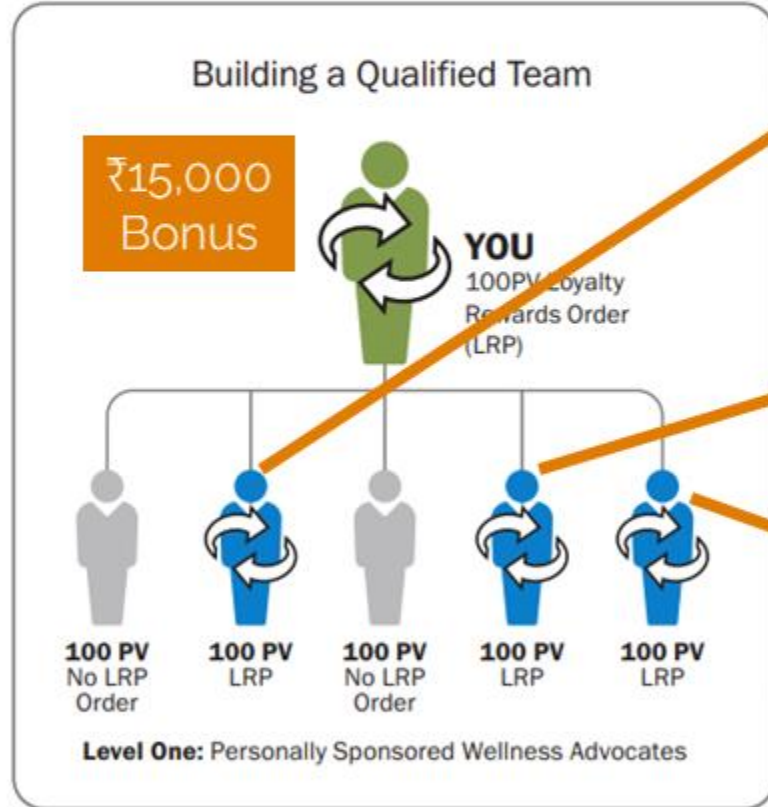
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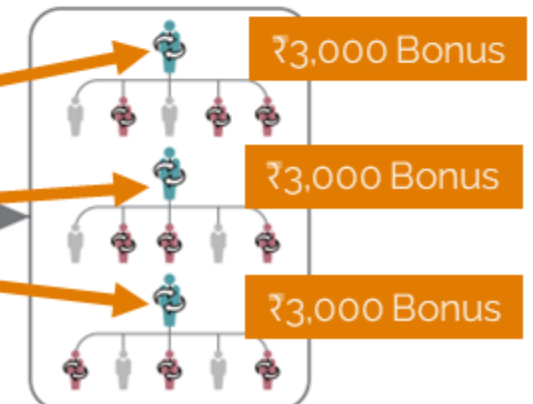
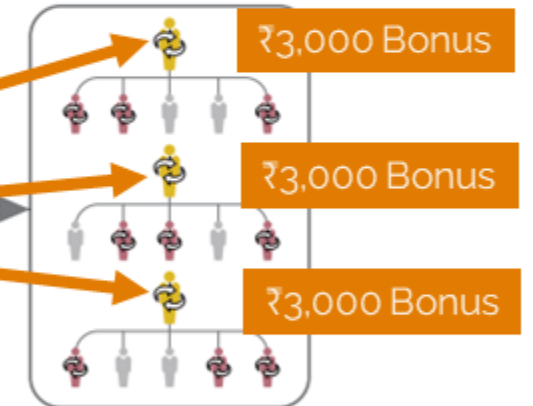
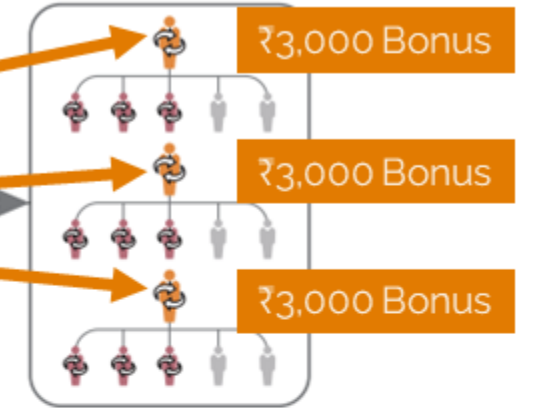
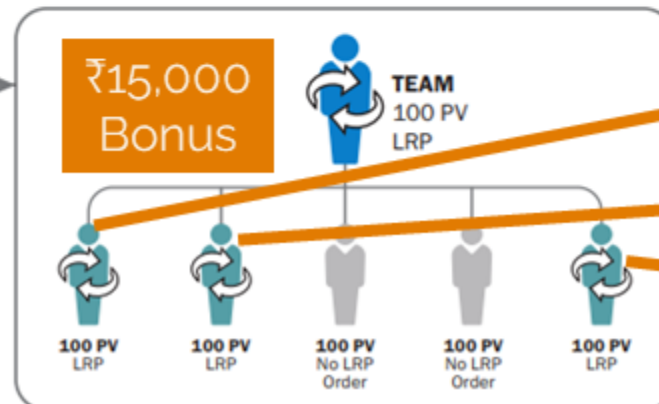
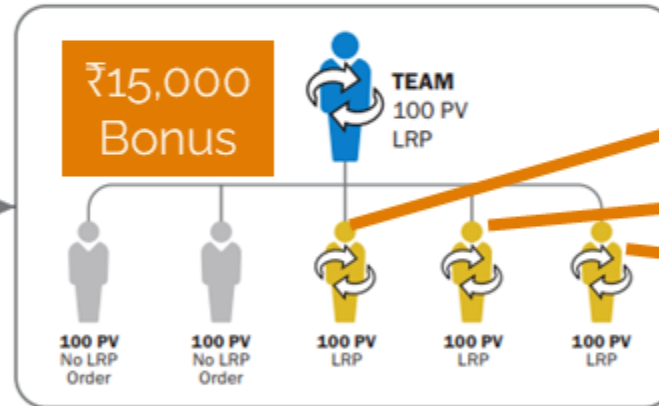
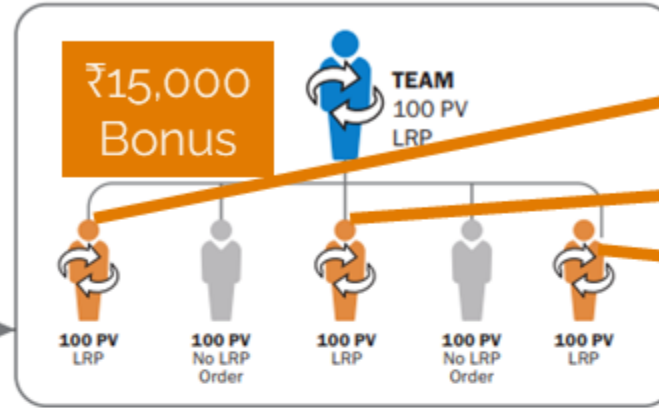
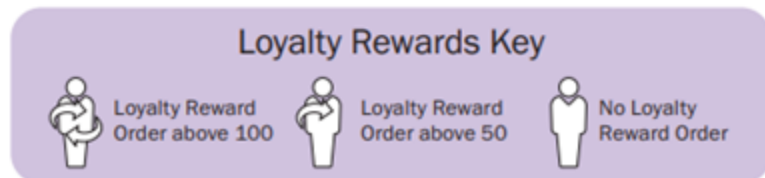
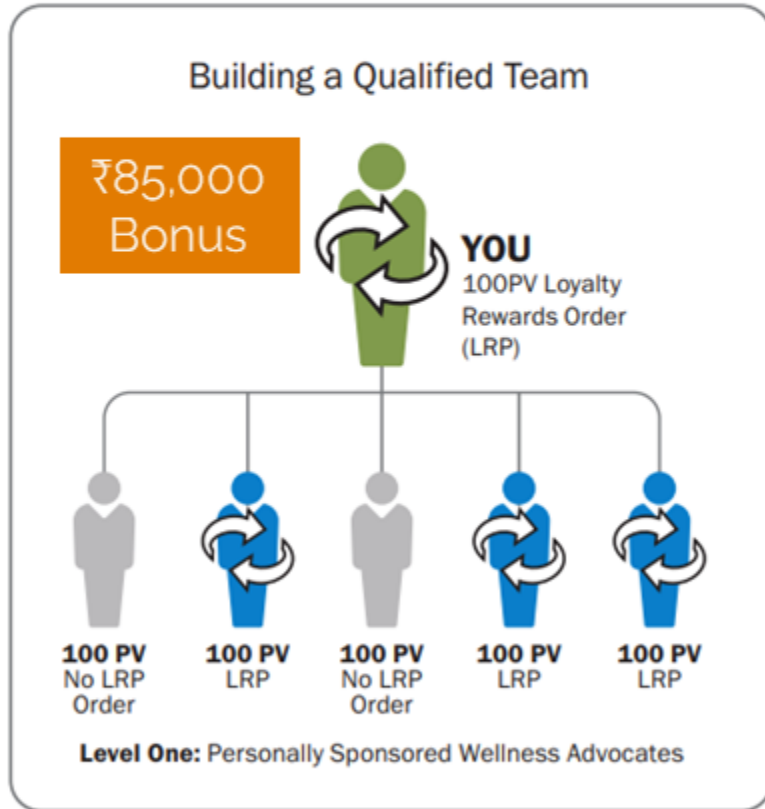
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# POWER OF THREE PRO TIP

1. Find your 3
2. Teach your 3
3. Help them find 3

**Duplication!**












- **1. Helps the new person get to profit quickly!**
- **2. Is the fastest way to make the most amount of money with the fewest number of people.**
- **3. Naturally sets you up to reach Silver, Gold and Platinum.**

# 4 Uni-Level Group Sales Bonus

Once a customer on your team reaches day 61, the commissions converts from Sharing Bonus to Uni-level.

Uni-level is based on rank and team structure.

## Unilevel Group Sales Bonus (paid monthly on compressed group sales volume)

Paid as Title	Wellness Advocate	Manager	Director	Executive	Elite	Premier	Silver	Gold	Platinum	Diamond	Blue Diamond	Presidential Diamond
Monthly PV	50	100	100	100	100	100	100	100	100	100	100	100
Monthly OV	-	500	1,000	2,000	3,000	5,000	-	-	-	-	-	-
Qualified Legs*	-	-	-	-	-	2	3	3	3	4	5	6
Leg Requirements	-	-	-	-	-	Executive	Elite	Premier	Silver	Silver	Gold	Platinum
Level 1	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>	<b>2%</b>
Level 2		<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>	<b>3%</b>
Level 3			<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>
Level 4				<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>	<b>5%</b>
Level 5					<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>
Level 6						<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>	<b>6%</b>
Level 7							<b>7%</b>	<b>7%</b>	<b>7%</b>	<b>7%</b>	<b>7%</b>	<b>7%</b>
Dynamic Compression												

# 5 Leadership Bonus Pools

The Infinity Performance Pools are earned and paid **each month** to Premier Ranks and above.

Empowerment  
Pool

**1.25%**

**₹15,000 per Share**

Requirements:

- Rank Premier, Silver or Gold
- Have one 100PV enrollment in the month
  
- Gold has the ability to earn an extra share by having two 100 PV enrollments in the month

\*Monthly bonus amounts are **approximate and vary** based on worldwide monthly sales

# 5 Leadership Bonus Pools

The Infinity Performance Pools are earned and paid **each month** to Premier Ranks and above.

Empowerment  
Pool

**1.25%**

**₹15,000 per Share**

Leadership  
Performance  
Pool

**2%**

**₹12,000 per Share**

Requirements:

- Rank Silver, Gold or Platinum
  - Silver = 1 Share
  - Gold = 5 Shares
  - Platinum = 10 Shares

\*Monthly bonus amounts are **approximate and vary** based on worldwide monthly sales



# 5 Leadership Bonus Pools

The Infinity Performance Pools are earned and paid **each month** to Premier Ranks and above.

Empowerment  
Pool

**1.25%**

₹15,000 per Share

Leadership  
Performance  
Pool

**2%**

₹12,300 per Share

Diamond  
Performance  
Pool

**1%**

Diamond  
Blue Diamond  
Presidential Diamond  
₹290,000+

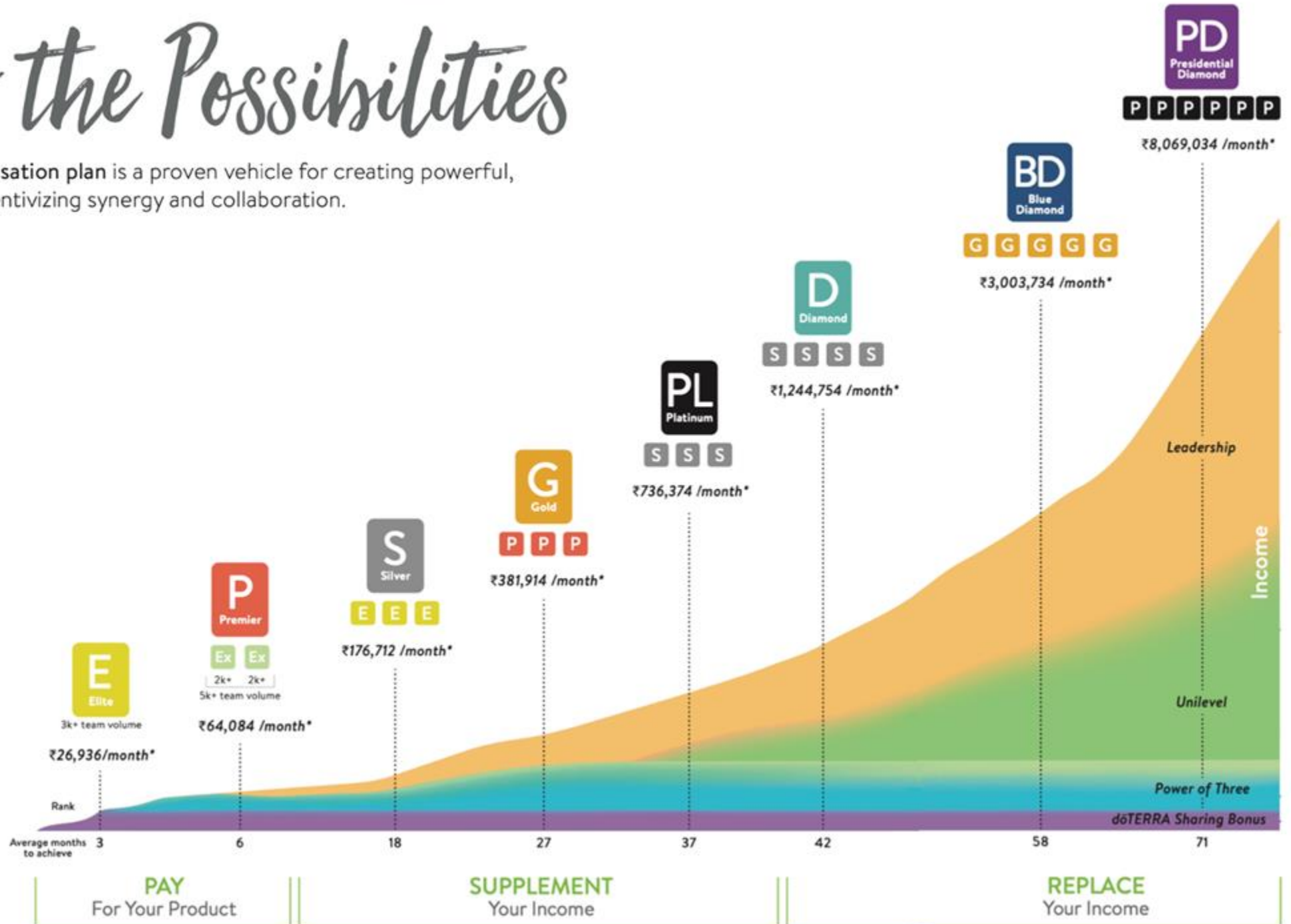
\*Monthly bonus amounts are **approximate and vary** based on worldwide monthly sales

# Discover the Possibilities

dōTERRA's generous compensation plan is a proven vehicle for creating powerful, lasting income while also incentivizing synergy and collaboration.

\*Numbers displayed are 2020 annual averages. Personal earnings, including first-time rank earnings, may be significantly less.

See 2020 Annual Business Builders report and Opportunity and Earnings Disclosure at [doterra.com/US/en/quick-reference](https://doterra.com/US/en/quick-reference).





dōTERRA® | INDIA

Founders Club

# dōTERRA® | INDIA

## Founders Club

RANK of GOLD for 3  
Consecutive month

1%

of the total commissionable  
volume each year will be  
allocated for Founders'  
Club members.



dōTERRA® | INDIA

# Mind & Mood Kit



**60224505**  
SKU

**₹6,300**  
WHOLESALE

**₹7,434.00**  
TAX INCLUSIVE

**70**  
PV

# Detox Kit



**6022468**

SKU

**₹8,900**

WHOLESALE

**₹10,502.00**

TAX INCLUSIVE

**85**

PV

dōTERRA® | INDIA

*Leadership*

RETREAT | 2023

# Leadership Retreat Mar 2023

Qualify as Elite or higher at least once prior to the end of January 2023.

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Registration Open!



June 2023  
doTERRA India  
Nepal Incentive Trip &  
Wintergreen Sourcing Experience





# Nepal Incentive Trip

- **Incentive Period: Nov '22 – Mar '23**
- **Earn points to win a free trip to Nepal!**
- Registering new accounts with orders 100+ PV
- LRP orders of 100+ PV
- Earning new ranks
- Maintaining max ranks
- **Prizes includes free trip, airfare & product.**

## REWARDS

*Prizes* – available at the end of the program to point winners:

Prize Level	Minimum Points Required	Number of Winners	Prizes
Grand	250+	1 account	100% trip expenses paid, roundtrip airfare for 2 + 1000 points
1st Place	250+	3 accounts	100% trip expenses paid, roundtrip airfare for 2 + 500 points
2nd Place	200+	6 accounts	100% trip expenses paid, roundtrip airfare for 2 + 300 points
3rd Place	150+	10 accounts	100% trip expenses paid, roundtrip airfare for 1 + 200 points
Level 1	120+	Unlimited	100% trip expenses paid + 100 points
Level 2	90+	Unlimited	80% trip expenses paid + 50 points

- For Prize Levels 1 & 2, meeting the minimum point requirement is sufficient to obtain the prize.
- For 3<sup>rd</sup> place and above prize levels, only the top designated number of accounts will obtain the prize at that level; any remaining contestants may still be eligible for the next lower prize level if they still meet the minimum point requirement.
- If the winner is unable to attend, they forfeit their prizes.
- Product points will be awarded to attending winners at the conclusion of the trip.
- Standings will be posted online starting November 15.



## Eligibility and Points

---

## New Registrations and LRP Orders

Points will be awarded to the enroller of each new Wellness Advocate or Preferred Customer (member) with a first order of at least 100 PV.

<b>First Order</b>	<b>Points Received</b>
100 – 199 PV	3
200 + PV	4

## New Registrations and LRP Orders

Additional points will be awarded to enroller if the new member creates and receives a 100+ PV LRP order in months 2, 3 and 4

LRP Order Month	Points Received
2	3
3	4
4	5

**Score based on point assumptions above:**

Month	Points				Rank Points	Total
	1st orders	M2 LRP	M3 LRP	M4 LRP		
Nov	6	6	6	6	78	6
Dec	6	6	6	6		12
Jan	6	6	8	6		20
Feb	6	6	8	0		20
Mar	6	6	8	0		20
						<b>78</b>



# Personal Rank Advancements

New Rank Achieved During Period	Points Received
Director	4
Executive	6
Elite	10
Premier	20
Silver	30
Gold	40
Platinum	50
Diamond	60

# Rank Maintenance

Max Rank Maintained	Points Received
Premier	4
Silver	6
Gold	10
Platinum	15
Diamond	20



# IND 400 PV - Natural Solutions Kit

Wholesale price with Taxes  
- Rs.46,610/-



## **FAST TRACK ON LRP**

- 1] Place 100 PV Fast Track first order with Natural Solution kit
- 2] Opt-in for the LRP
- 3] Place 100+ PV LRP order the next month.

And get

100 Product points in the 3<sup>rd</sup> month and jump to 15% LRP scale from the 3<sup>rd</sup> month

A wide-angle photograph of a lavender field at sunset. The rows of purple lavender plants stretch from the foreground into the distance, separated by a gravel path. The sky is filled with dramatic, orange and yellow clouds, with the sun low on the horizon. In the background, there are rolling hills and mountains under a clear sky.

# dōTERRA

— INDIA —