



dōTERRA®

Build

Business Overview



Are you ready for *Financial Freedom?*



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

Everyday, 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, eventually he could be free from hauling buckets. So he labored diligently for a few years to build his pipeline.



THE DAY HE TURNED ON THE SPIGOT, EVERYTHING CHANGED.

He successfully created an unlimited 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 dollars and lack fulfillment or a sense of purpose. With dōTERRA, anyone can choose to create time, energy, and financial freedom through building a lasting residual income pipeline.

Where are you?

Hauling Buckets

- Trading hours for dollars
- Limit on advancement & earnings
- Limited time freedom
- Building others' dreams

or

Building a Pipeline

- True, lasting residual income
- No limits on advancement & earnings
- Freedom to choose your schedule
- Building your dreams



Why Partner with dōTERRA?

EFFECTIVE

MOST TESTED. MOST TRUSTED.
Over 4.5 million customers



The dōTERRA Quality and Purity Standard

THE dōTERRA DIFFERENCE

65%

RECORD-BREAKING RETENTION!

Most Direct Selling

- Lead with business opportunity
- Product sales depend on opportunity
- Sell an opportunity

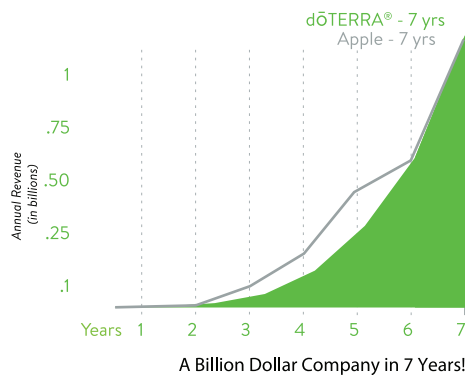
or

dōTERRA Authentic Direct Selling

- Lead with powerful products
- Products sell regardless of opportunity
- Share a wellness lifestyle

PROVEN

dōTERRA'S GROWTH



- Largest essential oil company in the world
- Optimal timing for opportunity (120+ markets open worldwide)
- Debt-free; no outside interest or funding
- Part of the trillion dollar wellness industry
- Led by a diverse team of business, marketing and healthcare professionals with 150+ years of combined industry experience

dōTERRA Executive Team Founders



CARING

CHANGE THE WORLD

- dōTERRA creates partnerships with growers around the world, nurturing developing economies and preserving agricultural traditions through dōTERRA Co-Impact Sourcing® and dōTERRA Healing Hands Foundation® initiatives
- Learn more at sourcetoyou.com



A dōTERRA PIPELINE TOUCHES MANY LIVES

As you grow your pipeline, other lives are lifted. Every purchase changes growers' lives and their communities for the better. Entire regions and cultures are impacted because you share health and hope.

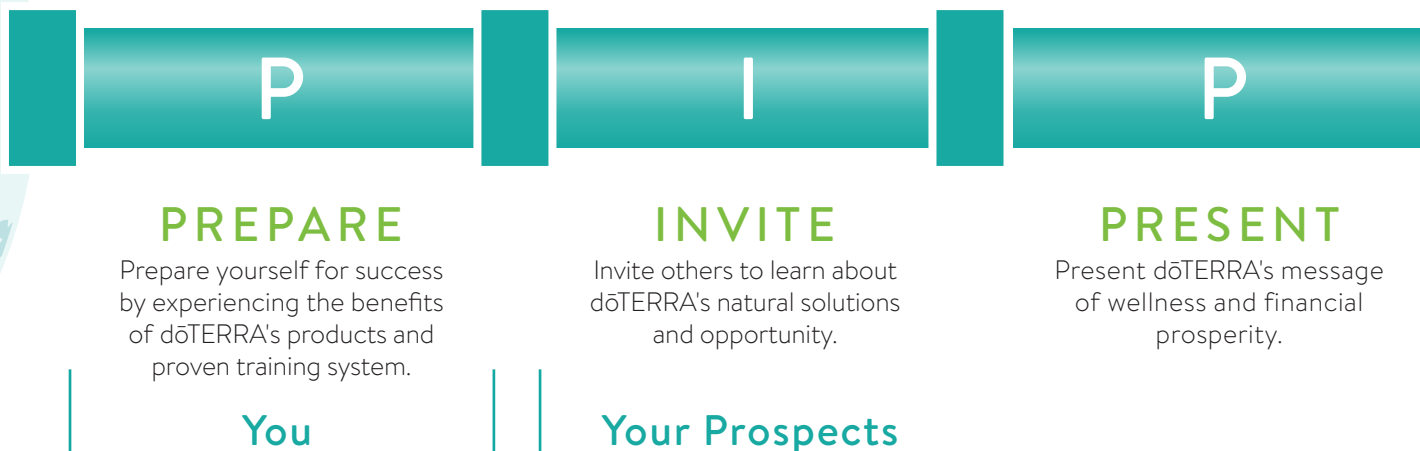
Success is Simple

3 simple steps to build your financial pipeline

To change lives, engage in these pipeline-building activities (PIPES). The more you put into your pipeline, the more you receive. For greater results, *turn up the flow!*



1. Use dōTERRA® PRODUCTS



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



Names List



Healthy Can Be Simple



Natural Solutions Class Handout



2. Share dōTERRA



3. Teach OTHERS

E

ENROLL

Enroll & empower others with natural solutions and invite them to change lives.

S

SUPPORT

Support your customers and builders to success.

Your Team + Community



Live, Share, Build guides



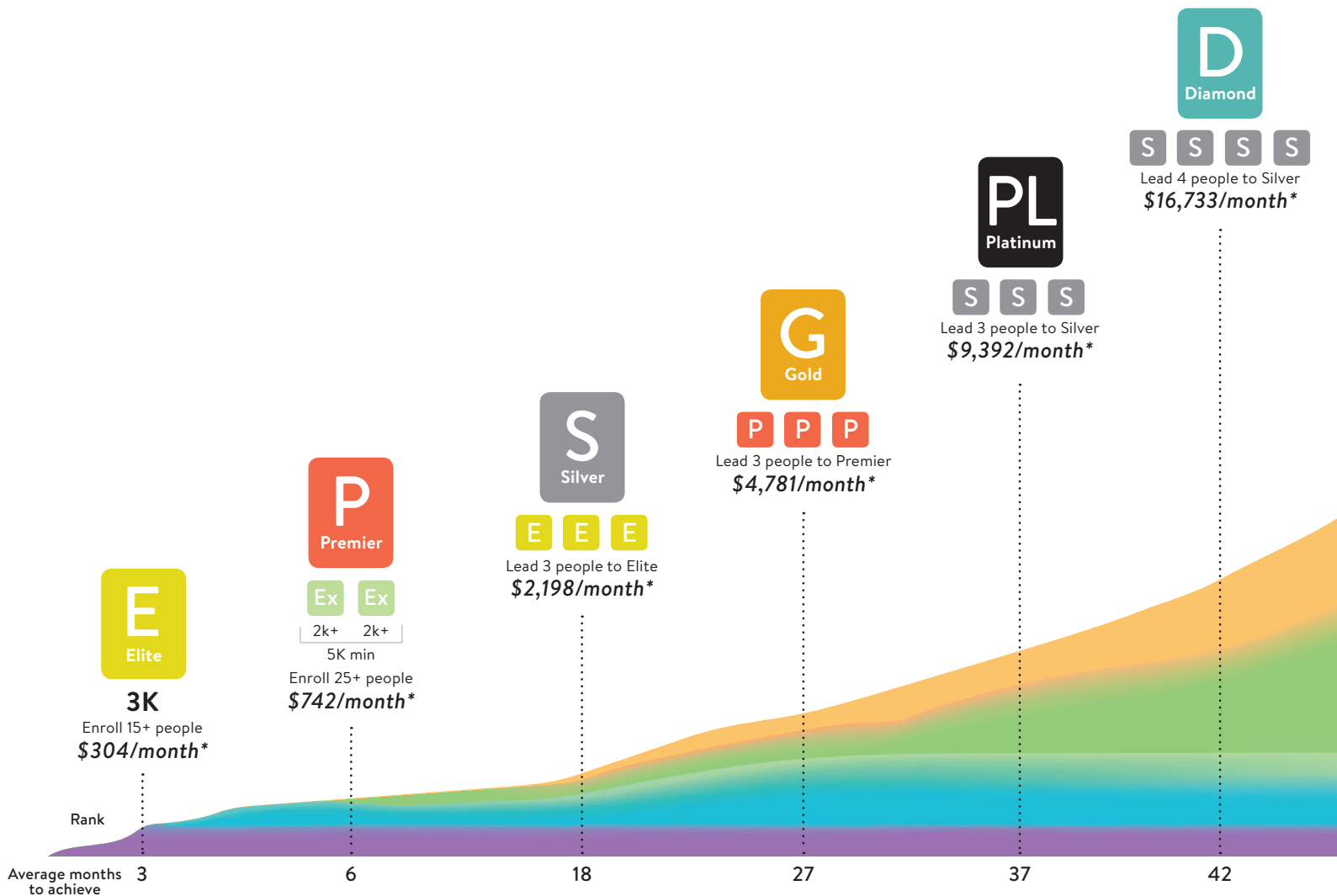
Launch guide

Discover the Possibilities

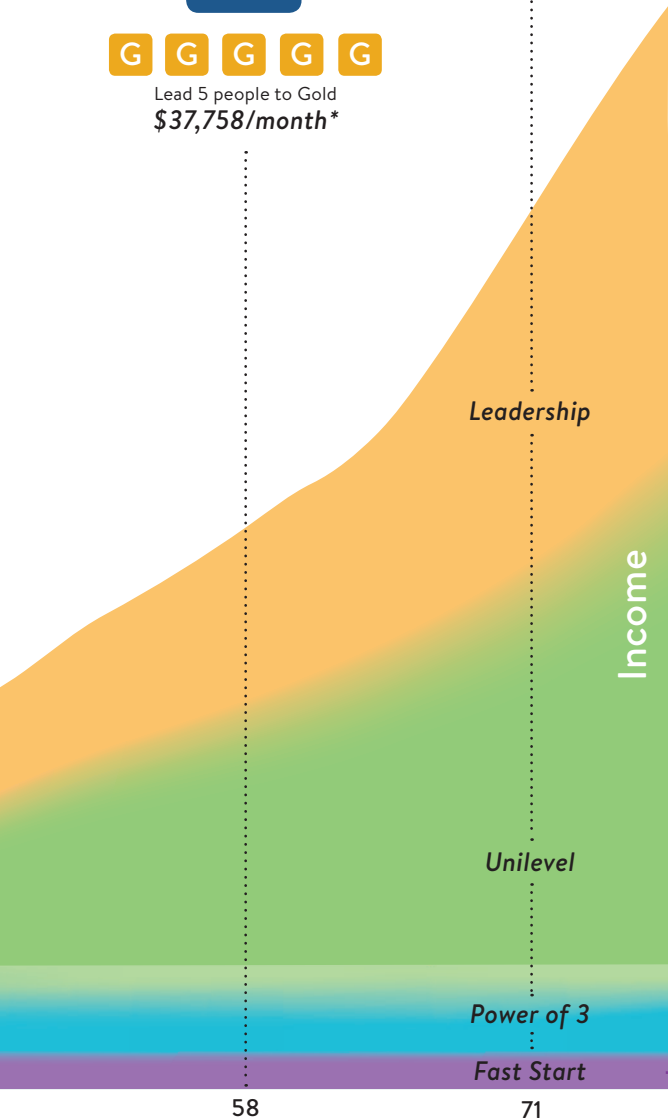
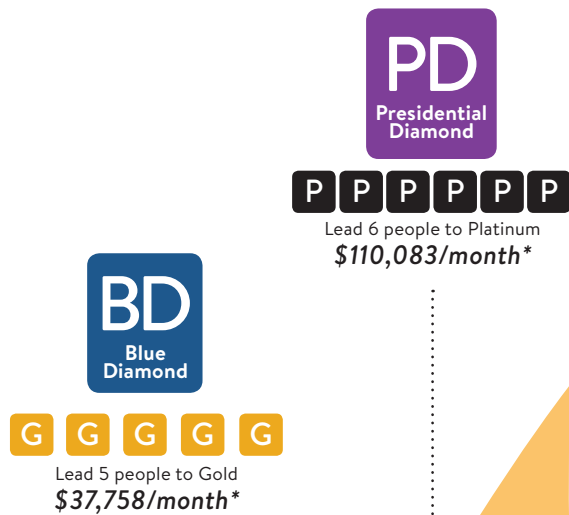
dōTERRA's generous compensation plan is a proven vehicle to create powerful, lasting residual income while incentivizing synergy and collaboration.

Supplement YOUR INCOME

Pay
FOR YOUR PRODUCT

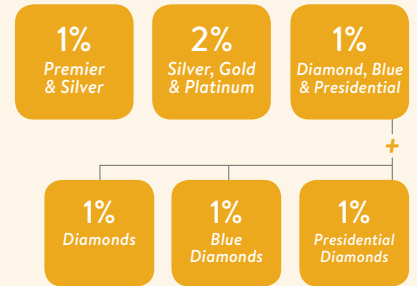


Replace & Multiply YOUR INCOME



LEADERSHIP BONUS

Paid monthly to reward leadership. 7 percent of global volume divided among leadership ranks.



UNILEVEL BONUS

Paid monthly on team volume outside the Fast Start bonus window (member's first 60 days).

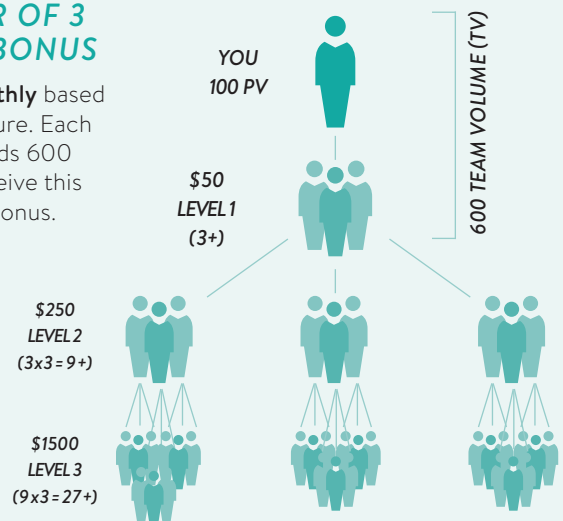
Get paid 7 levels deep with higher % on larger lower levels. Dynamically compresses up past non-qualifying members.

Level	%	# of people	Income based on 150 PV orders	
Level 1	2%	3	\$9	
Level 2	3%	9	\$49	
Level 3	5%	27	\$252	
Level 4	5%	81	\$859	
Level 5	6%	243	\$3,046	Elites are paid to this level
Level 6	6%	729	\$9,607	Premiers are paid to this level
Level 7	7%	2187	\$32,571	Silvers and above are paid to this level

Levels in your organization % paid on monthly volume # of people Income based on 150 PV orders

POWER OF 3 TEAM BONUS

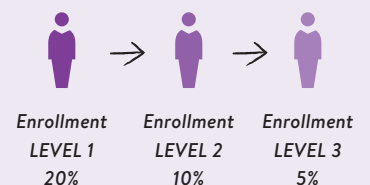
Paid monthly based on structure. Each team needs 600 TV to receive this sponsor bonus.



FAST START BONUS

Paid weekly on new enrollee volume for their first 60 days. Enroller must have 100 PV Loyalty Rewards Order to receive this enroller bonus.

Earn commissions immediately!



*Numbers displayed are 2016 annual averages. Personal earnings may be less. See 2016 Opportunity and Earnings Disclosure summary at doterra.com > Our Advocates > Flyers

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 an abundant financial pipeline to allow yourself to be free to give.



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

- ☐ Debt-free
- ☐ Generous Savings Account
- ☐ Financial Freedom
- ☐ Charitable Giving

WORKING SMARTER

- ☐ Time Freedom
- ☐ Building My Dreams
- ☐ Self-improvement
- ☐ Financial Planning and Preparedness

DOING WHAT YOU LOVE

- ☐ Travel
- ☐ Education
- ☐ Service
- ☐ Spending Time with Family

Partner with dōTERRA and get where you want to be.

Which path is best for you?

☐ PAY FOR YOUR PRODUCT



\$304-742/month*
Elite – Premier Income Goal

Goals:



Elite in
2-3 months



Premier in
6 months

Needed Investment:



Personally enroll
a few people a month.

☐ SUPPLEMENT YOUR INCOME



\$742-4,781/month*
Premier – Gold Income Goal

Goals:



Elite in
1-2 months



Silver in
6-9 months



Gold in
1-2 years

Needed Investment:



Enroll 4+ Customers &
1+ Builder(s) monthly

☐ REPLACE YOUR INCOME



\$4,781-16,733/month*
Gold–Diamond Income Goal

Goals:



Elite in
1 month



Silver in
2-3 months



Diamond in
1-3 years

Needed Investment:



Enroll 8+ Customers &
2+ Builders monthly

*Numbers displayed are 2016 annual averages. Personal earnings may be less. See 2016 Opportunity and Earnings Disclosure summary at doterra.com > Our Advocates > Flyers

3 Steps to Launch Your Business

Begin changing lives by completing the following action steps and building your financial pipeline.

1



Live THE WELLNESS LIFESTYLE

- ☐ Experience a Natural Solutions presentation & get enrolled.
- ☐ Get a *Live* guide and complete a Lifestyle Overview.
- ☐ Use your products by implementing your Daily Wellness Plan.

2



share WITH OTHERS

- ☐ Start your Names List on the next page.
- ☐ Get a *Share* guide to learn about successful sharing.
- ☐ Share a presentation with 3+ people.

3



launch YOUR BUSINESS

- ☐ Choose your pace. I am Elite rank in:
 - ☐ 30 days
outrageous
 - ☐ 60 days
target
 - ☐ 90 days
average
- ☐ Schedule your *Launch* Overview and go to doterra.com > *Empowered Success* to learn more.

Date:

Time:

Names List

Whose lives do you want to change?

NAME	
1.	16.
2.	17.
3.	18.
4.	19.
5.	20.
6.	21.
7.	22.
8.	23.
9.	24.
10.	25.
11.	26.
12.	27.
13.	28.
14.	29.
15.	30.

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

dōTERRA®

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

the meaningful work of a
dōTERRA Wellness Advocate.

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