



BUILD **dōTERRA**[®]

your natural solutions opportunity

WHAT CAN dōTERRA OFFER *You?*

You Have a Choice

Traditional Employment

- Trading hours for dollars
- Limit on what you can earn
- Ceiling on advancement
- Reliant on employer's vision
- Costly education

Authentic Network Marketing

- True, lasting residual income
- Freedom to choose your schedule
- Reliant on your vision
- Unlimited reach & earning power
- No experience necessary

★ Learn more by watching "Creating Residual Income" at sharesuccess.com/pipeline.



dōTERRA products are best shared person-to-person, not on a shelf or in an ad. Rather than paying advertising companies, dōTERRA chose to compensate people like you and me who share their products and support others in their sharing. Together, we are rapidly bringing health and hope through this worldwide movement!

"The networking model in conjunction with a high quality product or service presents an unparalleled opportunity for people to thrive. In this economy? Perhaps especially in this economy."

- Bob Burg, co-author of the Wall Street Journal bestseller *The Go-Giver*

Coriander

Why is dōTERRA Different?

Most Network Marketing

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

Average Retention
13%

dōTERRA

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

Average Retention
65%*

"People fall in love with dōTERRA products. I got a knock on my door at 3 a.m. by a team member who had run out of a certain oil. They couldn't sleep without it! I don't know any other company that enjoys that level of product loyalty." - Andy Goddard, dōTERRA Presidential Diamond

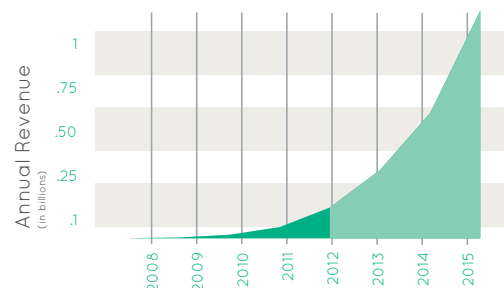
Why dōTERRA?

- Largest essential oil company in the world; founded in 2008 by an executive team of seasoned business, marketing, & healthcare professionals with a reputation for integrity & performance in the direct selling industry
- Debt-free with no outside interest & funding
- Part of the trillion dollar wellness industry, one of the top 5 fastest growing industries

"80% of all consultants ever enrolled are still active today."

- Corey Lindley, dōTERRA CFO

* Percentage of dōTERRA customers who purchase every 1-3 months.



dōTERRA's Growth



1 Earn Your dōTERRA Products—FREE

- Earn \$200-600+/month*
- Share dōTERRA & host classes
- Enroll 10+ people in the dōTERRA® wellness lifestyle
- Become a natural solutions provider
- Wellness lifestyle supported; FREE product credits



"When I first started learning about dōTERRA as a business, I thought it would be impossible to earn enough to pay for my monthly order. By having classes and with the help of my great team leaders, my orders were actually paid for within the first 2 months!!" - Tausha Hansen, Elite

2 Supplement Your Income

- Earn \$1,300-6,000+/month*
- Share dōTERRA regularly & teach classes
- Guide 3+ people to earn their products for FREE
- Become a leader people want to follow
- Travel, personal development, greater options



"As a former corporate lifer, the concept of earning my income based on dōTERRA's compensation plan was, in my mind, a far stretch. I remember my husband and I sitting down to study the comp plan for the first time. We laughed over the possibility of even reaching Silver rank or receiving any bonuses. Not even 2 years later, we have far exceeded that and love to watch our business grow as we share wellness and financial freedom!" - Kamille Breuer, Gold

3 Replace & Multiply Your Income

- Earn \$12,000-90,000+/month*
- Consistently share dōTERRA solutions
- Actively mentor others in their business building
- Become a powerful leader who inspires with vision
- Assist 4-6 people to reach their dreams
- Live in your passion



"We are passionate about bringing health and hope to everyone we touch through essential oils. The business model of empowering others to succeed continues to give us an uncommon life free of debt and full of choice. So grateful for true freedom!"

- James & Roxane Bybee, Presidential Diamonds



"There are a lot of ways to provide for your family and pursue your dreams and goals in life, but bringing physical and financial healing to families is the most rewarding work I've ever been a part of!"

- Seth Risenmay, Diamond



"I wondered if someone like me who had never done direct marketing, from a small town could succeed. My first class convinced me that everyone wants and needs these oils. I just went forward with that conviction excitedly sharing with anyone who would listen and have found success in one living room at a time."

- Kathy Pace, Blue Diamond

*Average monthly earnings - Earnings are based on performance.

HOW TO CREATE *Success* IN dōTERRA

SUCCESS HABITS

Daily

- Use the product
- Personal development
- Connect with:
 - 2 Contacts
 - 2 Customers
 - 2 Builders

Weekly

- Give 2+ presentations (classes or one-on-ones)
- Learn through Wellness Education
- Engage in Team Call
- Be mentored
- Mentor your key builders

Monthly

- Place 125+ LRP order
- Attend Monthly Training
- Use *Strategic Planner*

Annually

- Attend Convention
- Attend Spring Retreat
- Attend Regional Events
- Enjoy Incentive Trip



WHERE ARE YOU ON YOUR *Success* PATH?

1 Where are you now? (On a scale of 1-10, 1=low, 10=high)

- | | |
|---|--|
| <input type="checkbox"/> Finances are not a source of stress | <input type="checkbox"/> I am living my dreams |
| <input type="checkbox"/> I am debt free | <input type="checkbox"/> I feel inspired & fulfilled doing what I do |
| <input type="checkbox"/> I have plenty of money in savings | <input type="checkbox"/> I spend as much time as I want with those I care about |
| <input type="checkbox"/> I feel financially prepared for the future | <input type="checkbox"/> I am making a difference (service, charitable giving, etc.) |
| <input type="checkbox"/> I am having the experiences I want (travel, education/self improvement, lifestyle, etc.) | |

2 Where do you want to be? Draw insights from your responses above. _____

3 What do you need to get there?

To get where you want to be, how much more monthly income do you need? _____
 What else is needed to get there? (e.g. daily action, giving up something, skills, support, etc.)

4 Why is it worth it? How would things change in each of these key areas?

- Financial: _____
- Health: _____
- Relationships: _____
- Life Purpose: _____








What are you willing to give up or do differently? _____

How committed are you to see this change happen and get where you want to be? _____
(On a scale of 1-10)

5 How is this the solution? How can dōTERRA get you where you want to be?

★ Circle the numbered option and income goal on the right that best meets your vision. —————>

CHOOSE YOUR *Path*

	Rank	Structure & Monthly Income*	Average Months to Achieve	Other Benefits
1 Earn Your dōTERRA Products—FREE A natural solutions provider	Executive	Ex Executive 2K Enroll 10+ people \$200*	3	 Living a wellness lifestyle
	Elite & Premier	E Elite 3K Enroll 15+ people \$300*	P Premier 2k+ 2k+ 5K min Enroll 25+ people \$600*	6/9  Sharing health & hope
2 Supplement Your Income A leader people want to follow	Silver	S Silver Enroll 3 people to Elite \$1,300*	13	 Building strong connections
	Gold	G Gold Enroll 3 people to Premier \$3,000*	14.5	 Personal growth & achievement
	Platinum	PL Platinum Enroll 3 people to Silver \$6,000*	23	 Traveling & sharing success
3 Replace & Multiply Your Income A leader that leaders want to follow	Diamond	D Diamond Enroll 4 people to Silver \$12,000*	23	 Making a difference
	Blue & Presidential Diamond	BD Blue Diamond Enroll 5 people to Gold \$35,000*	PD Presidential Diamond Enroll 6 people to Platinum \$90,000*	31/37  Experiencing & inspiring abundance

*Average monthly earnings - Earnings are based on performance.

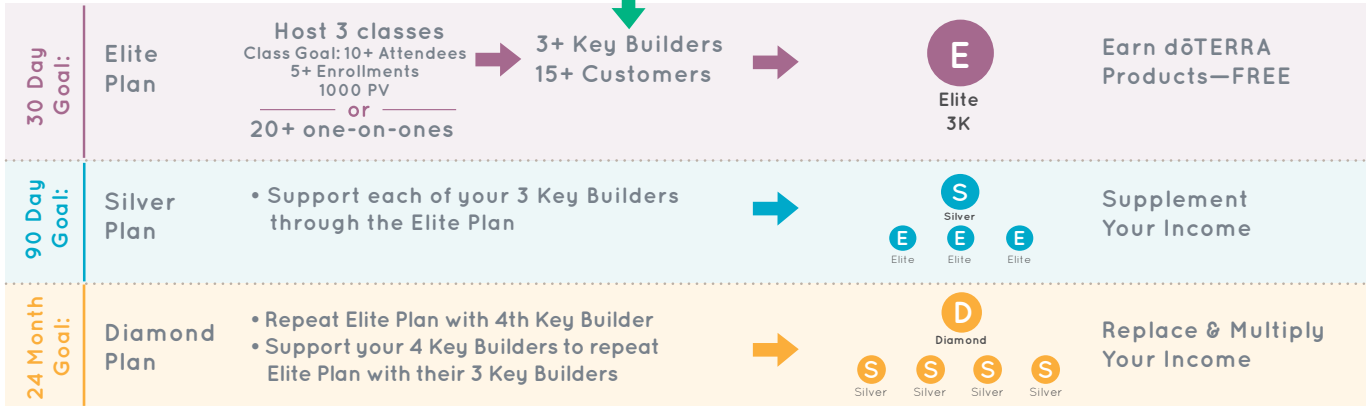
FIRST STEPS ON YOUR *Path*

- 1 Use your dōTERRA® products daily.
- 2 Qualify for commission by setting up 100+ PV LRP.
- 3 Set and write your goals below. Note on your calendar.

- Earn Your dōTERRA Products—FREE: \$/mo. _____ Rank _____ Date _____
- Supplement Your Income: \$/mo. _____ Rank _____ Date _____
- Replace & Multiply Your Income: \$/mo. _____ Rank _____ Date _____

SUGGESTED GOALS + PLANS:

Through your classes/ one-on-ones, you've narrowed your 50 contacts to find:



4 Plan for success.

- How many hours a week will you dedicate to building your dōTERRA business? _____
- What days and times? Make note below.

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

- Set up your weekly mentor call. Day _____ Time _____ # to Call _____

5 Schedule 3 classes.*

Date/Time _____ Date/Time _____ Date/Time _____

6 Get prepared with the tools you need at sharesuccess.com/resources.

7 Make a list of people to share with on your *Success Tracker*. Track their progress on the Success Path.

8 Host 3 classes* taught by/with your mentor using the *Class Planner* at sharesuccess.com/classplanner.

1ST CLASS	2ND CLASS	3RD CLASS
MY PART		
<ul style="list-style-type: none"> • Invite 15+ qualified guests • Edify & introduce presenter • Share an oil experience 	<ul style="list-style-type: none"> • Invite 15+ qualified guests* • Teach part of the class • Share oil experience * Include those who didn't attend previous class 	<ul style="list-style-type: none"> • Invite 15+ qualified guests* • Teach beginning and close
PRESENTER'S PART		
<ul style="list-style-type: none"> • Teach entire class 	<ul style="list-style-type: none"> • Teach beginning and close 	<ul style="list-style-type: none"> • Teach part of the class • Share oil experience

9 Schedule Wellness Consults. Follow-up within 48 hours of class with those who didn't enroll.

10 Get trained with the *Lead Training Guide* and continue learning more.

- Take the *Success Challenge* at sharesuccess.com/successchallenge
- Attend Monthly Training Date _____ Time _____ Location _____

*Substitute classes for one-on-ones as best serves.

SUCCESS Tracker

Make a list below of those you want to share with:

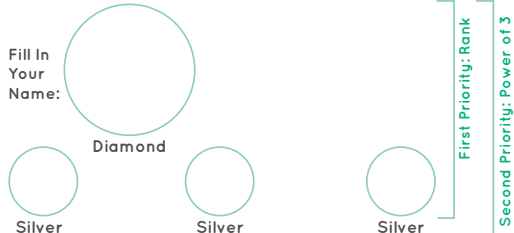
- If you could do business with anyone, who would it be?
- Who do you know who needs dōTERRA?
- Who do you know that is open to natural solutions?

SUCCESS PATH:

LIVE SHARE BUILD LEAD

Name	Phone	Email	Share Oil Experience	Follow-Up & Invite	48 hr Reminder/ 4 hr Reminder	Attended Class	Enrolled	1st Consult/ 2nd Consult	Host 3 Classes or 20+ One-on-Ones	Elite	Premier	Silver
1.								1 2	1 2 3			
2.								1 2	1 2 3			
3.								1 2	1 2 3			★
4.								1 2	1 2 3			
5.								1 2	1 2 3			
6.								1 2	1 2 3			
7.								1 2	1 2 3			
8.								1 2	1 2 3			
9.								1 2	1 2 3			★
10.								1 2	1 2 3			
11.								1 2	1 2 3			
12.								1 2	1 2 3			
13.								1 2	1 2 3			
14.								1 2	1 2 3			
15.								1 2	1 2 3			
16.								1 2	1 2 3			
17.								1 2	1 2 3			★
18.								1 2	1 2 3			
19.								1 2	1 2 3			
20.								1 2	1 2 3			
21.								1 2	1 2 3			
22.								1 2	1 2 3			
23.								1 2	1 2 3			★
24.								1 2	1 2 3			
25.								1 2	1 2 3			

YOU'RE A DIAMOND



SUCCESS PATH:



Name	Phone	Email
------	-------	-------

	Share Oil Experience	Follow-Up & Invite	48 hr Reminder/ 4 hr Reminder	Attended Class	Enrolled	1st Consult/ 2nd Consult	Host 3 Classes or 20+ One-on-Ones	Elite	Premier	Silver
26.						1 2	1 2 3			
27.						1 2	1 2 3			
28.						1 2	1 2 3			
29.						1 2	1 2 3			
30.						1 2	1 2 3			
31.						1 2	1 2 3			
32.						1 2	1 2 3			
33.						1 2	1 2 3			
34.						1 2	1 2 3			
35.						1 2	1 2 3			
36.						1 2	1 2 3			
37.						1 2	1 2 3			
38.						1 2	1 2 3			
39.						1 2	1 2 3			
40.						1 2	1 2 3			
41.						1 2	1 2 3			
42.						1 2	1 2 3			
43.						1 2	1 2 3			
44.						1 2	1 2 3			
45.						1 2	1 2 3			
46.						1 2	1 2 3			
47.						1 2	1 2 3			
48.						1 2	1 2 3			
49.						1 2	1 2 3			
50.						1 2	1 2 3			