

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

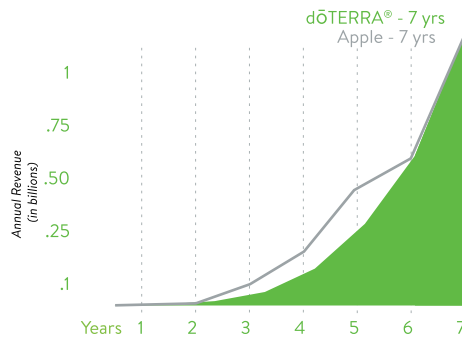
or

#### dōTERRA Authentic Direct Selling

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

## PROVEN

### dōTERRA'S GROWTH



A Billion Dollar Company in 7 Years!

- #1 Direct Selling Company in the USA
- Largest essential oil company in the world
- Optimal timing for opportunity (27+ 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](http://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



### PREPARE

Prepare yourself for success by experiencing the benefits of dōTERRA's products and proven training system.

You

### INVITE

Invite others to learn about dōTERRA's natural solutions and opportunity.

Your Prospects

### PRESENT

Present dōTERRA's message of wellness and financial prosperity.

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



Healthy Can Be Simple



Natural Solutions Class Handout



## 2. Share dōTERRA

E

### ENROLL

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



## 3. Teach OTHERS

S

### SUPPORT

Support your customers and builders to success.

Your Team + Community



Live, Share, Build Guides



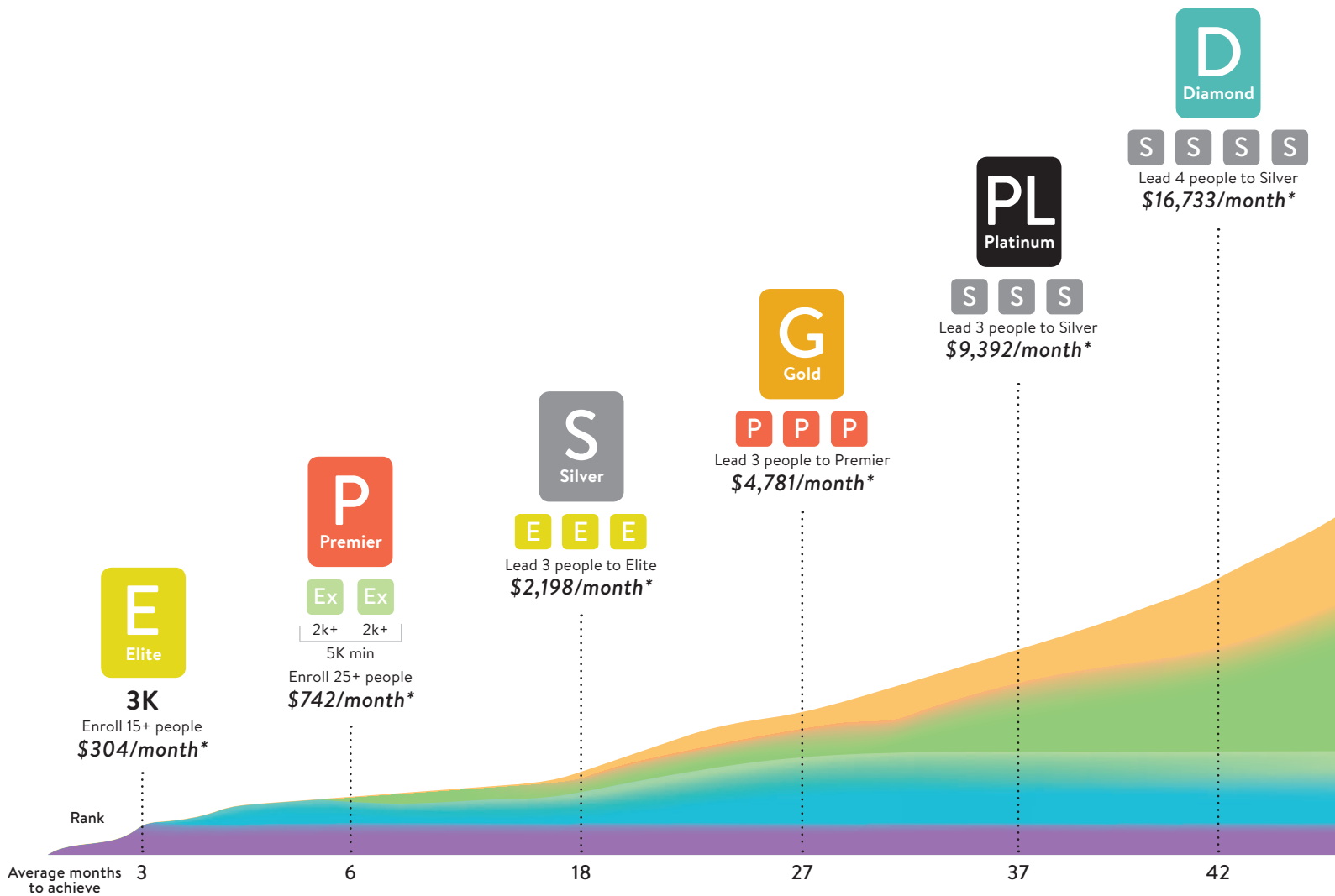
Launch Guide

# Discover the Possibilities

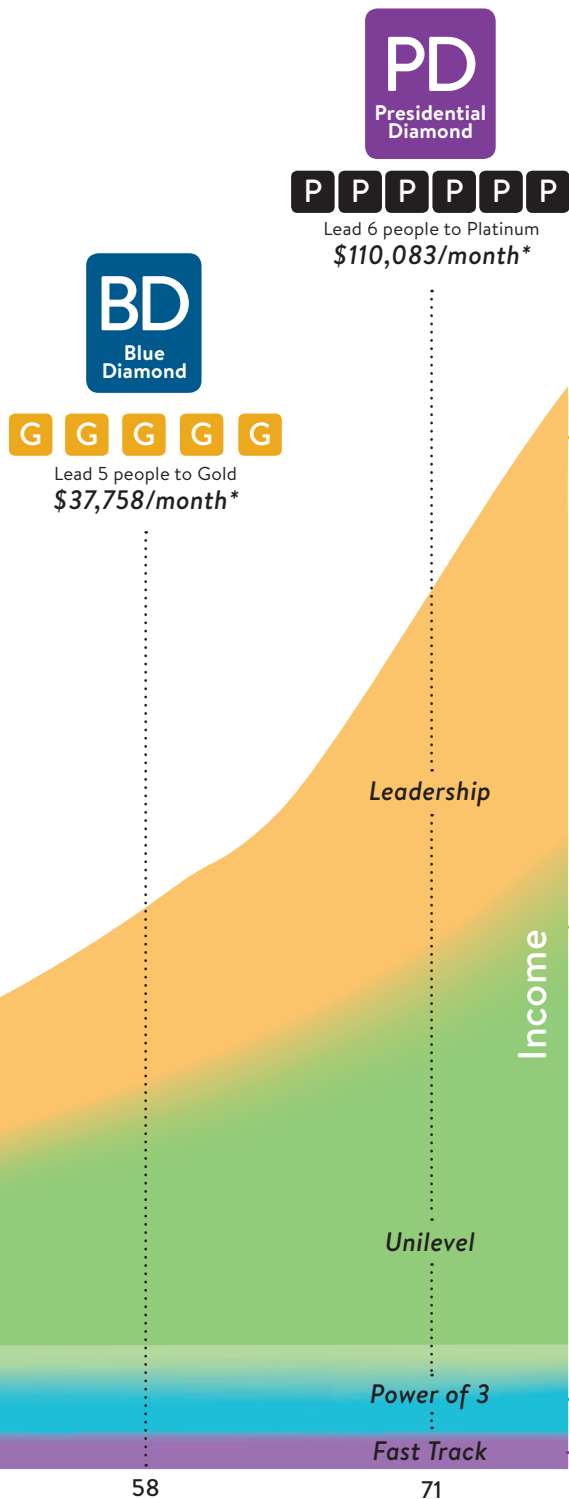
dōTERRA's Generous Compensation Plan is a proven vehicle to create powerful, lasting residual income while incentivizing synergy and collaboration.

Supplement YOUR INCOME

Pay FOR YOUR PRODUCT

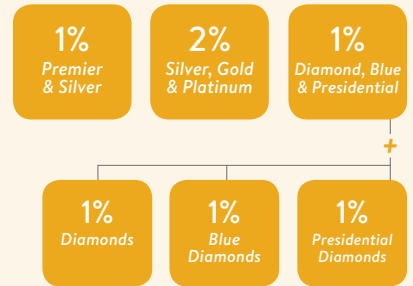


# Replace & Multiply YOUR INCOME



## LEADERSHIP BONUS

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



## UNILEVEL BONUS

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

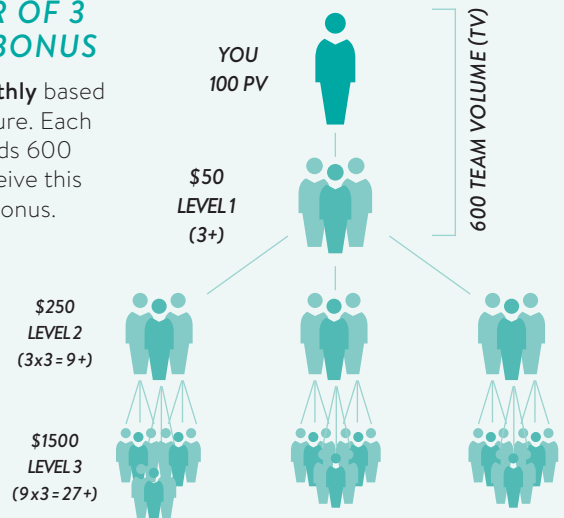
*Get paid 7 levels deep with higher % on larger lower levels. Dynamically compresses up past non-qualifying members.*

Level 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

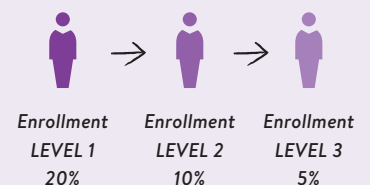
**Paid monthly** based on structure. Each team needs 600 TV to receive this sponsor bonus.



## FAST START BONUS

*Earn commissions immediately!*

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



\*Numbers displayed are 2016 annual averages. Results not typical. Average earnings are less. See current Opportunity and Earnings Disclosure summary at [doterra.com](http://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+ Builder(s) monthly

\*Results not typical. Average earnings are less. See current Opportunity and Earnings Disclosure summary at [doterra.com](http://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 the Wellness Consult on page 16.
- 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 Guide Overview and go to [doterra.com](http://doterra.com) > **Empowered Success** to learn more.

Date: \_\_\_\_\_

Time: \_\_\_\_\_

# Names List

Whose lives do you want to change?

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*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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