



*build* dōTERRA®  
BUSINESS OVERVIEW

# DO YOU NEED A FINANCIAL pipeline?

dōTERRA® is a vehicle to create freedom that most people only dream of. Many people spend their lives trading hours for dollars with no end in sight, never having the freedom to pursue their true passions and purpose. Create a different story with dōTERRA.



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

Every day he hauled water from the nearest water source to his village miles away. Because everyone needed water, he always sold out. If he wanted to make more money, he would simply work more hours 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 HIS 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.

## Are you Hauling Buckets or Building a Pipeline?

### Traditional Employment

- Trading hours for dollars
- Limit on advancement & earnings
- Reliant on employer's vision
- Prerequisites & costly education
- Limited time freedom

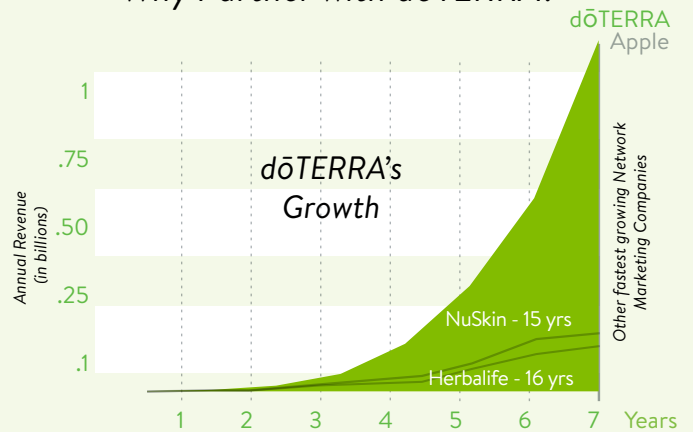
or

### Authentic Network Marketing

- True, lasting residual income
- No limits on advancement and earnings
- Reliant on your own vision
- No prerequisites & free education
- Freedom to choose your schedule

Authentic network marketing is the most efficient way to build a financial pipeline.

## Why Partner with dōTERRA?



A Billion Dollar Company in 7 Years!

### dōTERRA Provides:

- Product sourcing, packaging, fulfillment, plus customer and distributor services.
- World-class product education and leadership development.
- Low start-up costs including products for personal use.





The networking model, in conjunction with a high quality product or service, presents an unparalleled opportunity for people to thrive. *Bob Burg*



**YOU HAVE A CHOICE.**

You can create a different story for yourself and many others. With dōTERRA, you can achieve financial freedom as you share simple, safe, empowering natural solutions with those you care about.



**A PIPELINE IN dōTERRA TOUCHES MANY LIVES.**

As you grow your pipeline, other lives are lifted. dōTERRA creates partnerships with growers around the world, nurturing developing economies, and preserving agricultural traditions. Entire regions and cultures are impacted because you share health and hope.



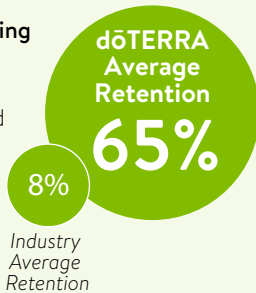
**IS BUILDING A PIPELINE RIGHT FOR YOU?**

When you dedicate time and resources to build a pipeline with dōTERRA, the results are far-reaching and long-lasting. Your pipeline then provides well-being and freedom to your home, to communities, and to generations.

**The dōTERRA Difference**  
RECORD-BREAKING RETENTION!

**Most Network Marketing**

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



**dōTERRA**

**Authentic Network Marketing**

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



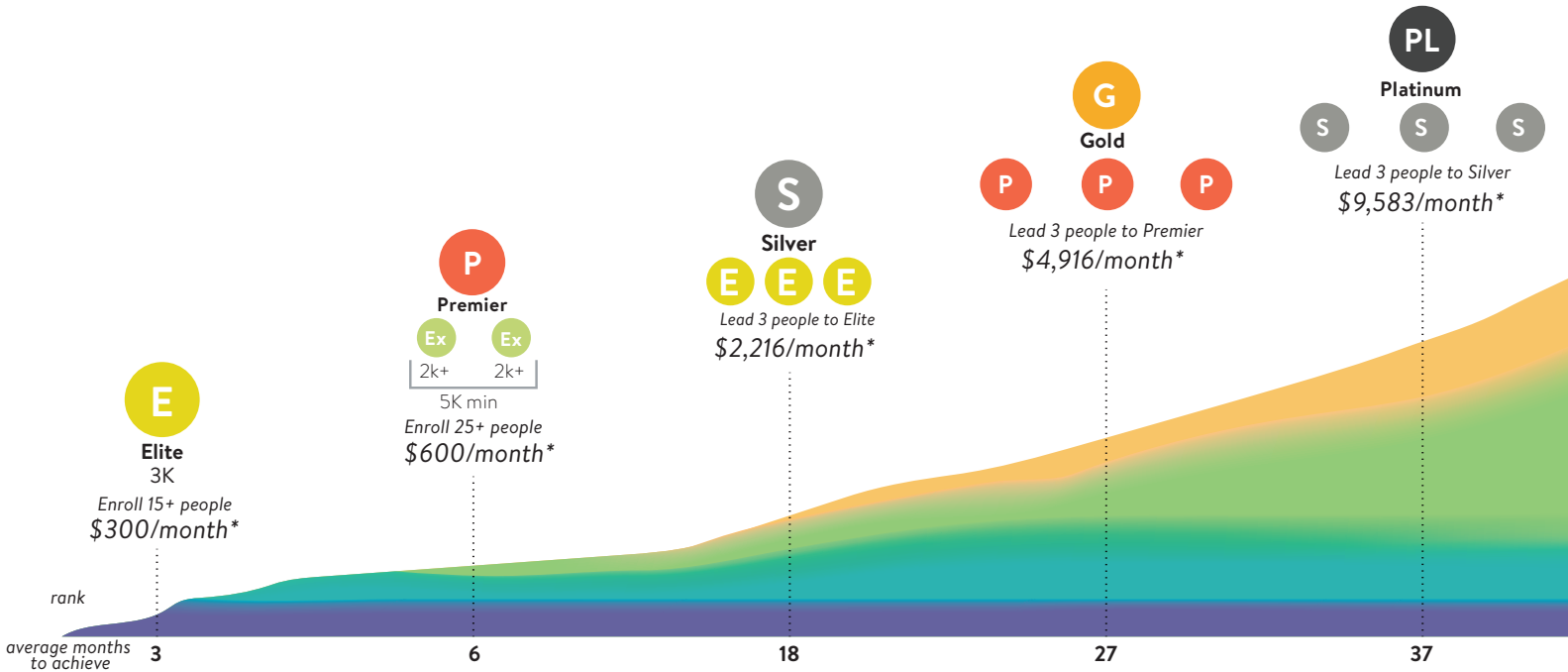
**dōTERRA Executive Team**

- The largest essential oil company in the world
- Debt-free with no outside interest or funding
- Led by an executive team of business, marketing, and healthcare professionals with 150+ years of combined industry experience
- Part of the trillion dollar wellness industry (one of the top 5 growing industries)

*dōTERRA®'s products are best shared person to person, not on a shelf or in an ad. Rather than paying advertising companies, dōTERRA chooses to compensate people who share their products and support others in sharing. Together, they are rapidly bringing health and hope through this worldwide movement.*

**dōTERRA's Compensation Plan:**

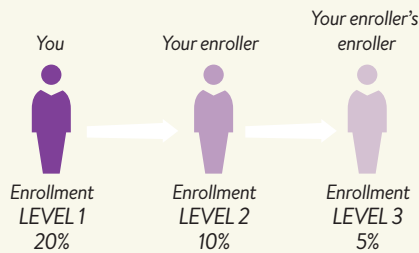
- Rewards leadership
- Incentivizes synergy and collaboration
- Sets you up to create a powerful lasting financial pipeline



☆ **FAST START BONUS**

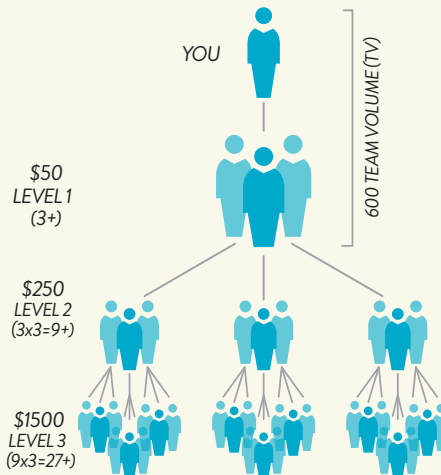
**Paid weekly** on new enrollee volume for their first 60 days. Enroller must have 100 PV Loyalty Rewards Order to receive this enroller bonus.

Earn commissions immediately!



☆ **POWER OF 3 BONUS**

**Paid monthly.** Each person pictured needs 100+PV LRP and each team needs 600 TV to receive this sponsor bonus.



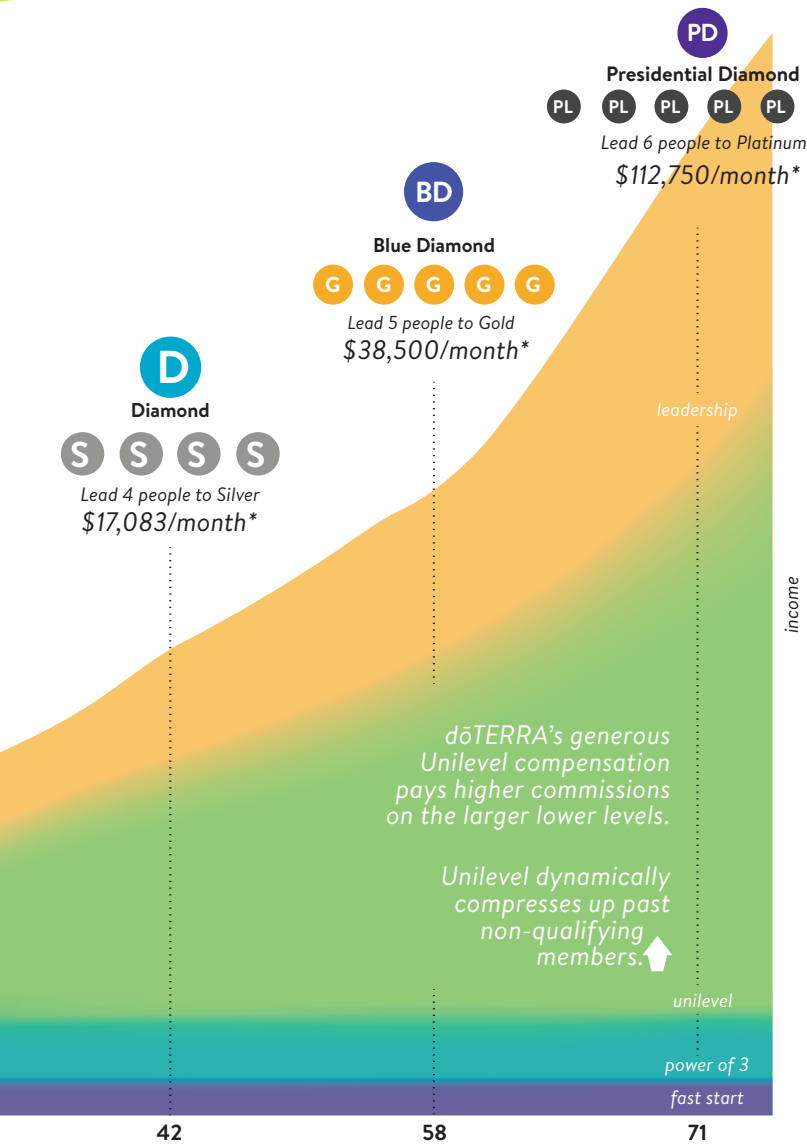
☆ **UNILEVEL BONUS**

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

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
Level 6	6%	729	\$9,607
Level 7	7%	2187	\$32,571

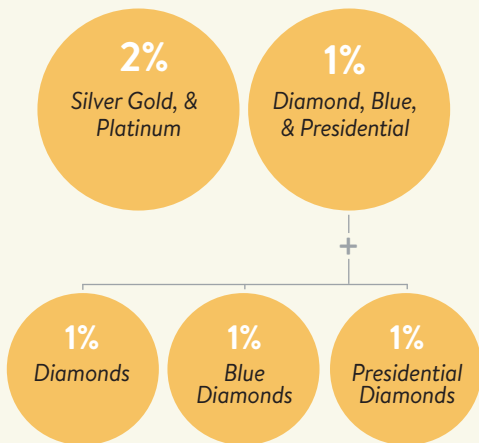
Levels in your organization → Percentage paid on monthly volume → # of people → Income based on 150PV orders

\*Average monthly earnings from dōTERRA Opportunity and Earnings Disclosure found on doterra.com. Earnings are based on personal performance; actual earnings vary and actual time to rank is lower than stated goals.



## ★ LEADERSHIP BONUS

**Paid monthly.** 6% of global profits divided among leadership ranks.



65% Retention Rate

Get paid 7 levels deep

Elites are paid to this level

Premiers are paid to this level

Silvers and above are paid to this level

## WHAT DO YOU WANT TO create?

### Your 2-5 Year Retirement Plan:

1. Share oils
2. Enroll customers & builders
3. Launch builders who do the same

Choose Your Pace

### Earn extra spending money\*

\$300-\$600/month\*  
Elite - Premier Income Goal

Goals: **E** Elite in 2-3 months  
**P** Premier in 6 months

Needed Investment:



Personally enroll a few people a month.

### Supplement your income\*

\$600-\$4,916/month\*  
Premier - Gold Income Goal

Goals: **E** Elite in 1-2 months  
**S** Silver in 6-9 months  
**G** Gold in 1-2 years

Needed Investment:



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

### Replace & multiply your income\*

\$4,916-\$112,750+/month\*  
Gold - Presidential Income Goal

Goals: **E** Elite in 1 month  
**S** Silver in 2-3 months  
**D** Diamond in 1-3 years

Needed Investment:



Enroll 8+ Customers & 2+ Builders monthly



# first 3 STEPS

Begin building your pipeline with these first three steps.

## 1 SET YOUR GOAL

The Elite rank is foundational to building a successful dōTERRA business.

Set the goal to be Elite and choose your pace.

I AM ELITE RANK IN:  
(Circle one)

90 days   30 days   14 days  
minimum   target   outrageous

## 2 FILL IN YOUR NAMES LIST

Your *Names List* is critical to your success. Identify where to begin sharing to change the lives of those you care about. Start by brain-dumping without filtering here. →

## 3 LAUNCH YOUR BUSINESS

Get the *Launch Your Business Guide* and connect with your upline support within 48 hours. Start sharing to begin building your financial pipeline and changing lives!



NEXT STEPS »



# NAMES LIST

List 100 people you know below. Go through your phone contacts and Facebook friends. Who would benefit from the products or opportunity? Who needs wellness, money, purpose, or freedom? Refer to [sharesuccess.com/expandyourcontacts](http://sharesuccess.com/expandyourcontacts) for additional ideas. Organize your list by network.

Check the star(s) that best apply: Customer Sharer Builder.

FAMILY <i>parents, siblings, relatives</i>			
1			
2			
3			
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FRIENDS <i>current, high school, college, Facebook</i>			
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"I wondered if someone like me from a small town, who had never done direct marketing, could succeed. My first class convinced me that everyone wants and needs these oils. I 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

COMMUNITY neighbors, associates from church/school/clubs		OTHER co-workers, product or service providers	
51	★ ★ ★	76	★ ★ ★
52	★ ★ ★	77	★ ★ ★
53	★ ★ ★	78	★ ★ ★
54	★ ★ ★	79	★ ★ ★
55	★ ★ ★	80	★ ★ ★
56	★ ★ ★	81	★ ★ ★
57	★ ★ ★	82	★ ★ ★
58	★ ★ ★	83	★ ★ ★
59	★ ★ ★	84	★ ★ ★
60	★ ★ ★	85	★ ★ ★
61	★ ★ ★	86	★ ★ ★
62	★ ★ ★	87	★ ★ ★
63	★ ★ ★	88	★ ★ ★
64	★ ★ ★	89	★ ★ ★
65	★ ★ ★	90	★ ★ ★
66	★ ★ ★	91	★ ★ ★
67	★ ★ ★	92	★ ★ ★
68	★ ★ ★	93	★ ★ ★
69	★ ★ ★	94	★ ★ ★
70	★ ★ ★	95	★ ★ ★
71	★ ★ ★	96	★ ★ ★
72	★ ★ ★	97	★ ★ ★
73	★ ★ ★	98	★ ★ ★
74	★ ★ ★	99	★ ★ ★
75	★ ★ ★	100	★ ★ ★