

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 laboured 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 income and lack fulfillment or a sense of purpose. With dōTERRA, anyone can choose to create time, energy, and financial freedom through building an additional income pipeline.

## Where are you?

### Hauling Buckets

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

or

### Building a Pipeline

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



# Why Partner with dōTERRA?

## EFFECTIVE

### TESTED. TRUSTED.

Over 8 million worldwide customers



### THE dōTERRA DIFFERENCE

**67%** 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 (200+ markets open worldwide)
- 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™ 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.

#### PRESENT

Present dōTERRA's message of wellness and financial prosperity.

Your Prospects

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



Live Guide



Share Guide



Build Guide



## 2. Share dōTERRA

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### ENROL

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



## 3. Teach OTHERS

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### SUPPORT

Support your customers and builders to success.

Your Team + Community



Natural Solutions Class Handout



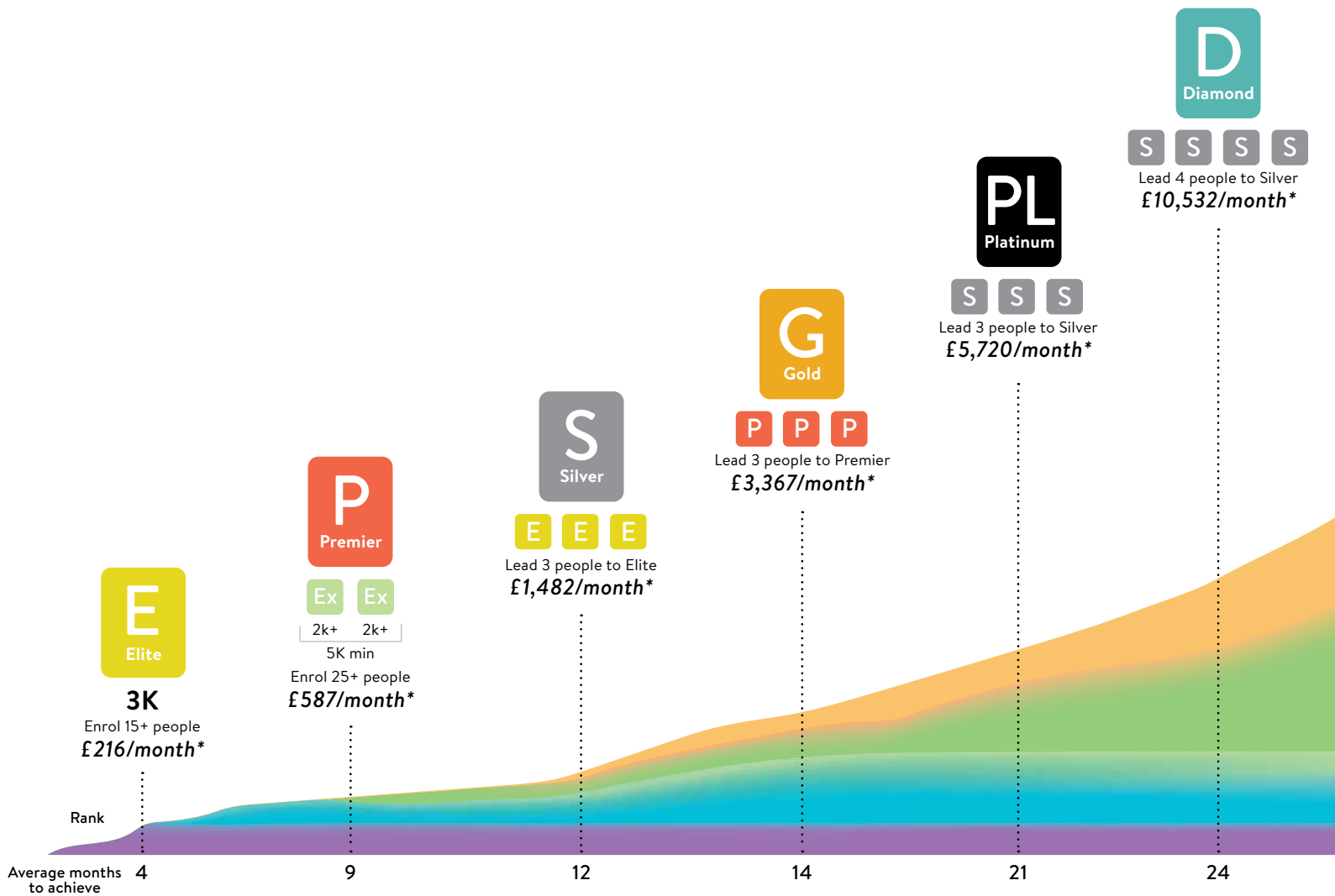
Launch Guide

# Discover the Possibilities

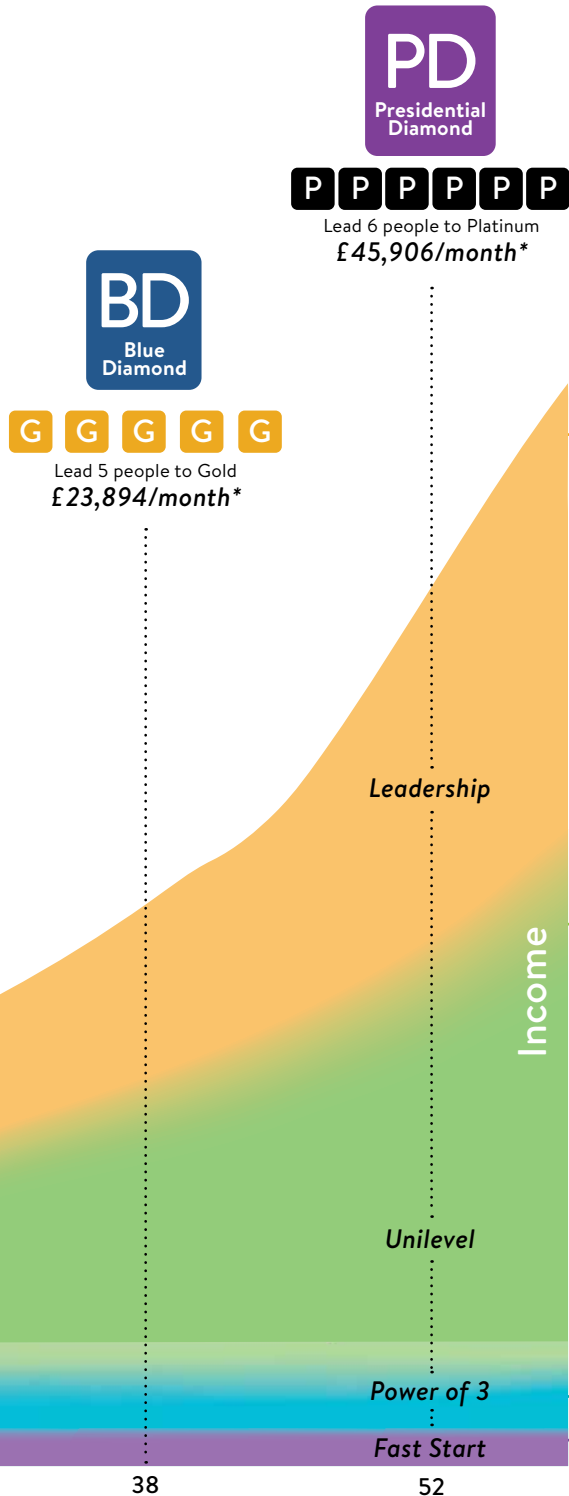
dōTERRA's generous Compensation Plan is a proven vehicle to create powerful, additional income while incentivising synergy and collaboration.

Supplement YOUR INCOME

Pay FOR YOUR PRODUCT

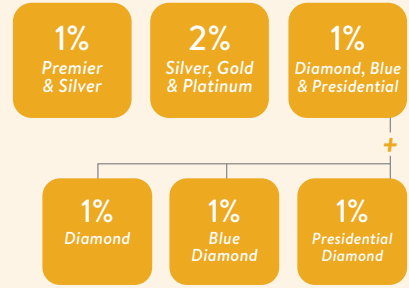


# Replace & Multiply YOUR INCOME



## LEADERSHIP POOLS

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



## UNILEVEL ORGANIZATIONAL BONUS

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

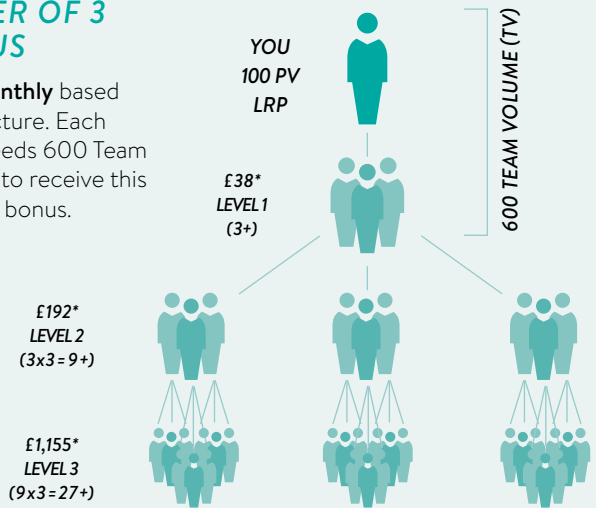
*Get paid 7 levels deep with higher % on larger lower levels. Dynamically compresses up past non-qualifying members.*

Level 1	2%	3	£8*	
Level 2	3%	9	£35*	
Level 3	5%	27	£179*	
Level 4	5%	81	£539*	
Level 5	6%	243	£1,943*	Elites are paid to this level
Level 6	6%	729	£5,831*	Premiers are paid to this level
Level 7	7%	2187	£20,409*	Silvers and above are paid to this level

Levels in your organisation    % paid on CV\*\*    # of people    Income based on 150 CV\*\* orders

## POWER OF 3 BONUS

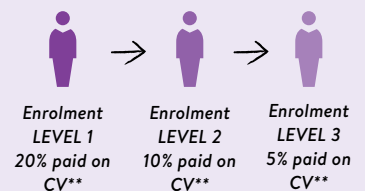
**Paid monthly** based on structure. Each team needs 600 Team Volume to receive this sponsor bonus.



## FAST START BONUS

*Earn commissions immediately!*

**Paid** on a new enrollee's volume for their first 60 days. Each enrollee must place a total of 100 PV in LRP orders during the month, and keep at least 100 PV on their LRP template/Loyalty Order at all times to be able to participate.



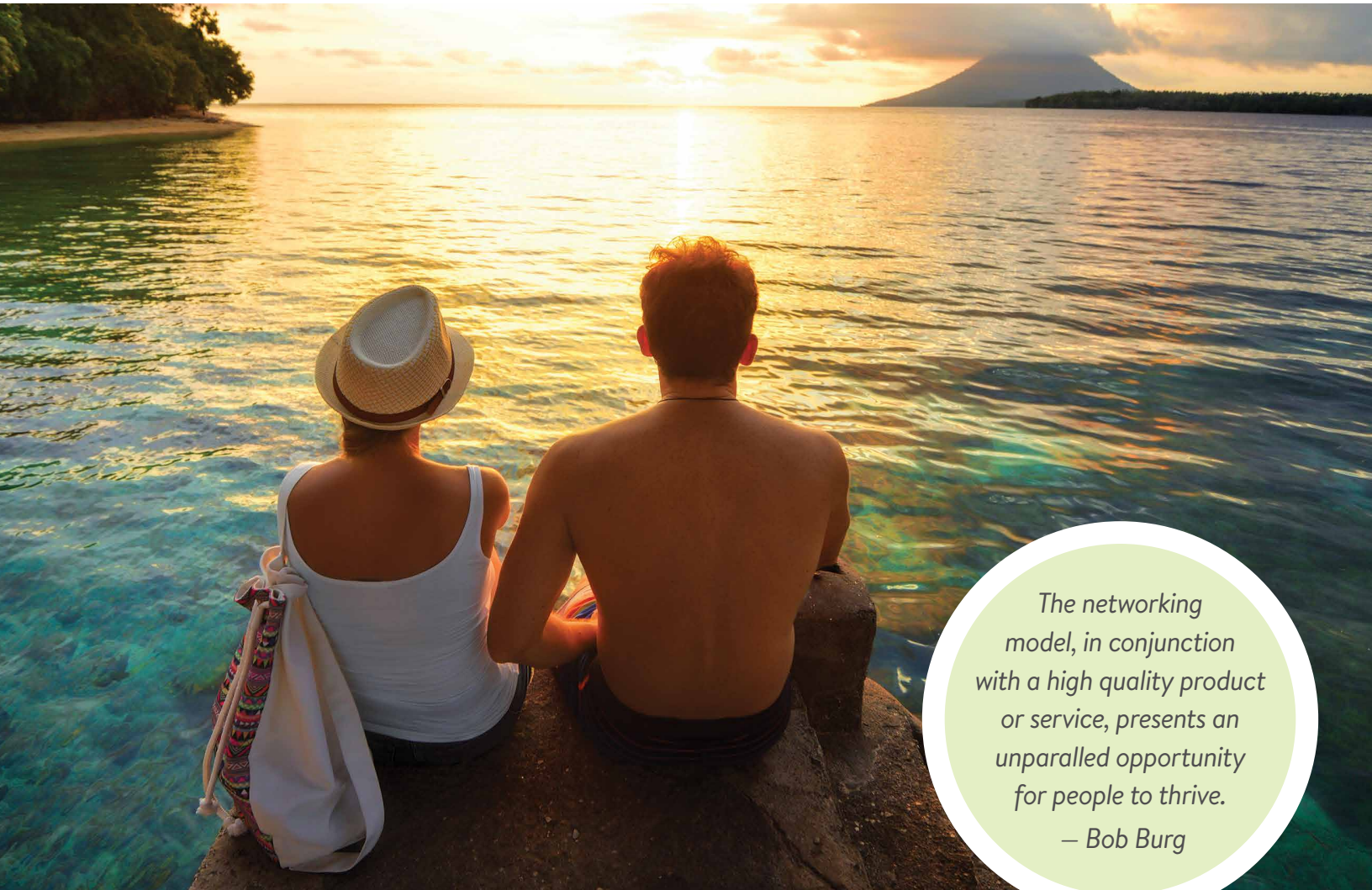
For more details see Compensation Plan flyer

\*Numbers displayed are 2020 annual averages. Personal earnings may be less.

\*\*PV is a product value given to every product. CV is a commission volume given to every product. These amounts can be found on the Builder's Price List.

# 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



£216-587/month\*  
Elite – Premier Income Goal

Goals:



Elite in  
2-4 months



Premier in  
9 months

Needed Investment:\*\*



Personally enrol  
a few people a month

### SUPPLEMENT YOUR INCOME



£587-3,367/month\*  
Premier – Gold Income Goal

Goals:



Elite in  
1-2 months



Silver in  
9-12 months



Gold in  
1-2 years

Needed Investment:\*\*



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

### REPLACE YOUR INCOME



£3,367-10,532/month\*  
Gold – Diamond Income Goal

Goals:



Elite in  
2 months



Silver in  
4-6 months



Diamond in  
1-3 years

Needed Investment:\*\*



Enrol 8+ Customers &  
2+ Builders monthly

\*Numbers displayed are 2020 annual averages. Personal earnings may be less.  
\*\* Needed hours per week is an estimate. Actual hours may vary.

# 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  60 days  90 days  
*ideal target standard*
- 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?

NAME
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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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