

BUILD dōTERRA®



YOUR PATHWAY
TO FREEDOM

Experience Financial Freedom

You Have a Choice

Traditional Employment

- Live paycheck to paycheck
- Dependent on someone else
- Limit on what you can earn
- Ceiling on advancement



OR

Authentic Network Marketing

- True residual income
- You decide what you create
- Unlimited potential to earn
- Freedom to be your own boss



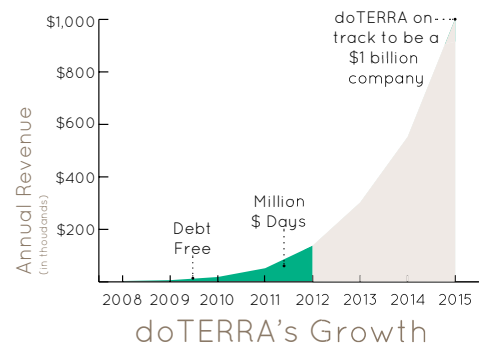
Hauling buckets OR Building a pipeline

Watch video at doterrapro.com/residual

"I am often asked if network marketing is a pyramid scheme. My reply is that corporations really are pyramid schemes. A corporation has only one person at the top, generally the CEO, and everyone else below." - Donald Trump, Entrepreneur

Why dōTERRA?

- Largest essential oil company in the world; founded in 2008
- Exceptional product satisfaction
- The trillion dollar wellness industry is one of the top 5 fastest growing industries
- On-track to be a billion dollar network marketing company by 2015
- Debt-free company - no outside funding
- Expert & visionary owners



doTERRA's Mission:

Share the life-enhancing benefits of the world's purest essential oils through wellness advocates who educate and empower others with natural healthcare alternatives.

Why is dōTERRA Different?

Most Network Marketing

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

Average Retention
13%

doTERRA

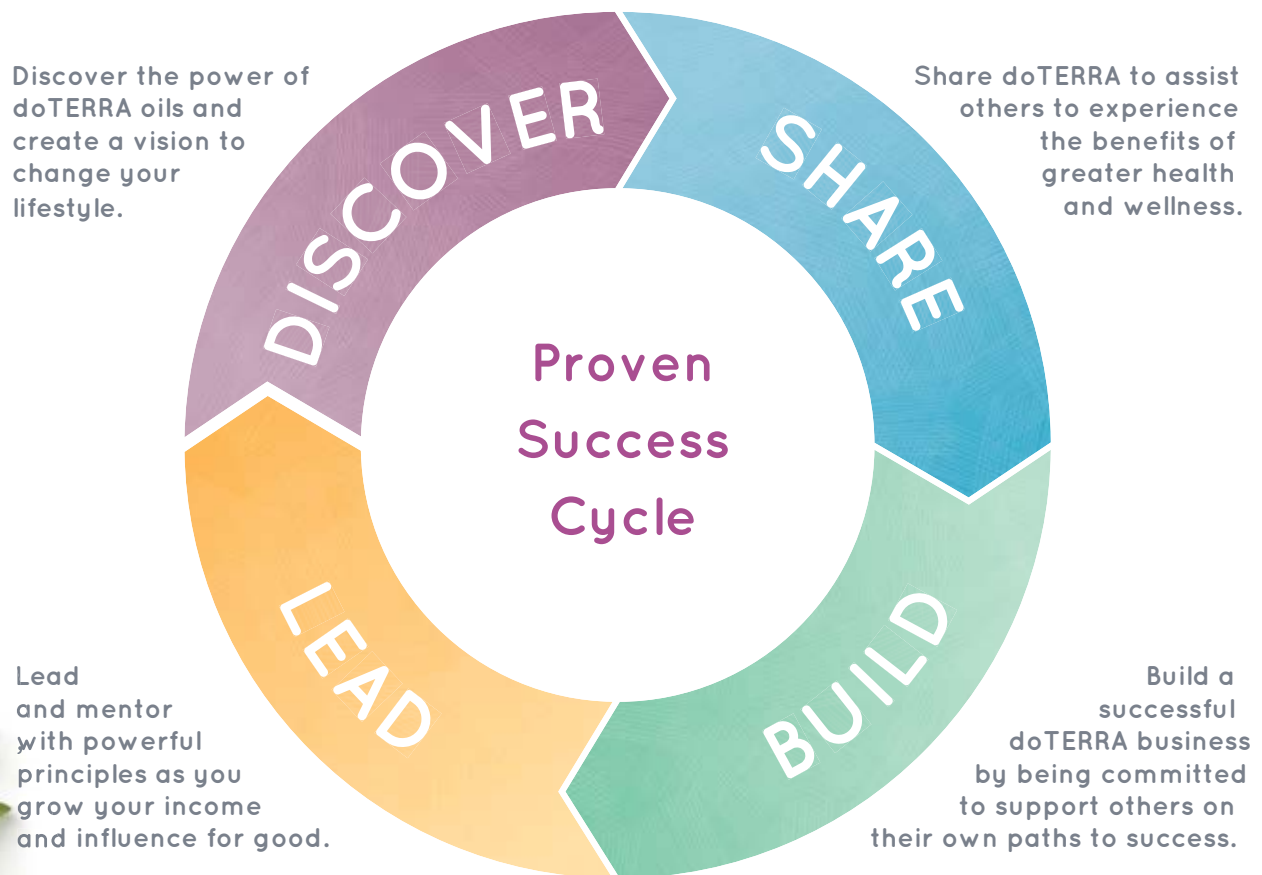
- Lead with product
- Products purchased independent of opportunity
- Share a wellness lifestyle

Average Retention
65%

*"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, coauthor of the Wall Street Journal bestseller *The Go-Giver*

What Does Building dōTERRA Look Like?



Making Success a Habit

Daily

- Use the product
- Personal development
- Reach out to:
 - 2 Contacts
 - 2 Customers
 - 2 Builders

Weekly

- Give 2+ presentations (class or one-on-one)
- Learn through training
- Engage in team call/webinar
- Be mentored
- Mentor your key leaders

Monthly

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

Annually

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

*"I believe America's economic future, the health of its commerce and service, is rooted in **effective network marketing**... Network marketing is turning off the spotlight of working for a corporation, and turning on the floodlight of the greatness that we all have within us... I think network marketing is potentially the greatest economic opportunity that has ever existed."*

- Frank Maguire, former senior executive for FedEx, KFC, ABC and American Airlines

Ready For Freedom?

“Given equal ability and opportunity, the one with the biggest dream will win every time.” Chris Brady in *Rascal*

Here is an overview of the main 3 ways to earn income in doTERRA:

Power of 3	\$50	\$250	\$1,500				
Faststart	\$60	\$90	\$135				
Power of 3 + Faststart + Unilevel	\$119	\$389	\$1,887	\$2,359	\$4,546	\$11,107	\$34,071
You Assume you do a monthly order of 150 PV.	Your 3 Then you share with 3 people who do the same...	9 who share with 3	27 who share with 3	81 who share with 3	243 who share with 3	729 who share with 3	2187 who share with 3

All dollar amounts are monthly.

Learn more about doTERRA's rewarding Compensation Plan at doterrapro.com/comp



“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



Here's what building a doTERRA team looks like:

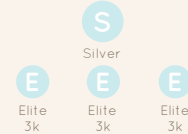
Elite

Enroll 10+ people
A natural solutions provider
Earn Your doTERRA Products for FREE
\$100-400/month



Silver

Empower 3 people to be Elite
A leader people want to follow
Supplement Your Income
\$700-1,500/month



Diamond

Inspire 4 people to be Silver
A leader that leaders want to follow
Replace Your Income
\$7,800-18,000/month



Presidential Diamond

Assist 6 people to reach their dreams
A leader with great impact and vision
Multiply Your Income
\$44,000-103,000/month



Pathway to Freedom



Now you're ready to create residual income and build financial freedom with the **Success Binder**, a comprehensive training and business building support system. Build your success with these tools and more at doterrapro.com/builddoterra

- ★ Start using the **Success Binder**.
- ★ Set up weekly mentoring.
Date: _____ Time: _____
- ★ Attend monthly training.
Date: _____ Time: _____
Location: _____