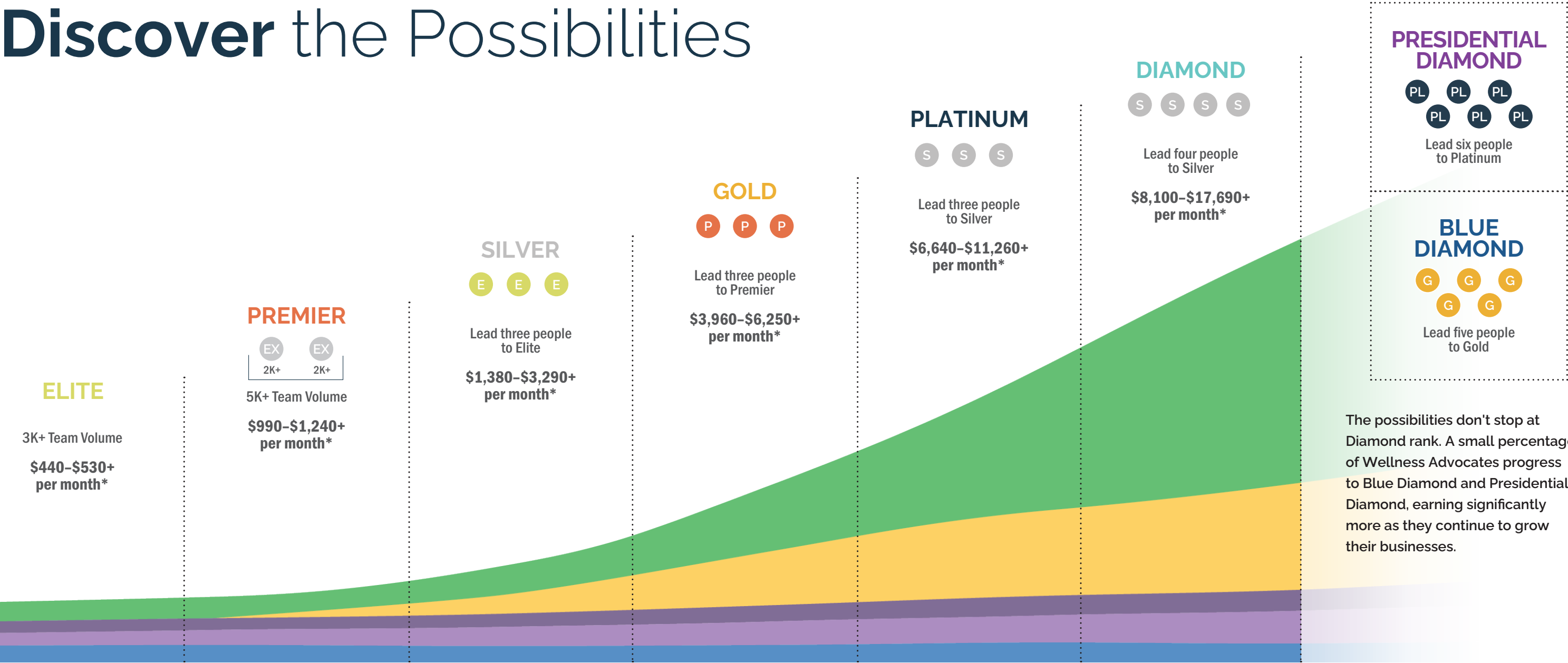


Discover the Possibilities



The possibilities don't stop at Diamond rank. A small percentage of Wellness Advocates progress to Blue Diamond and Presidential Diamond, earning significantly more as they continue to grow their businesses.

FAST START

Paid weekly on new enrollee volume for their first 60 days.

YOUR ENROLLER'S ENROLLER

5%

YOUR ENROLLER

10%

YOU

20%

NEW MEMBER ORDER

POWER OF 3 BONUS & BOOST

Paid monthly based on sales structure.

YOU

100+ PV

LEVEL 1 BASE \$50

500+ Po3 POD

LEVEL 2 BASE \$250

500+ Po3 POD

500+ Po3 POD

500+ Po3 POD

LEVEL 3 BASE \$1,250

500+ Po3 POD

500+ Po3 POD

500+ Po3 POD

500+ Po3 POD

500+ Po3 POD

500+ Po3 POD

500+ Po3 POD

500+ Po3 POD

POWER OF 3 BONUS + BOOST EARNING POTENTIAL				
POWER OF 3 BONUS	400+ PGV	800+ PGV	1,200+ PGV	EARN UP TO
LEVEL 1 (\$50)	\$50	\$50	\$50	\$100
LEVEL 2 (\$250)	\$50	\$250	\$500	\$500
LEVEL 3 (\$1,250)	\$50	\$250	\$500	\$1,750

POOLS

Paid monthly to reward leadership: 8% of company volume divided among leadership ranks.

1.50%
Premier, Silver, and Gold

2%
Silver, Gold, and Platinum

1.50%
Platinum+ ranks

1%
Diamonds

1%
Blue Diamonds

1%
Presidential Diamonds

UNILEVEL

Paid monthly on your volume outside the Fast Start bonus window (a member's first 60 days). The following is an illustration of a possible organization. Get paid seven levels deep with a higher percentage on larger lower levels. Dynamically compresses up past members not qualified by rank.

Level 1: Earn up to \$100 in Power of 3 from level 1 volume			
Level 2	3%	9	\$40
Level 3	5%	27	\$243
Level 4	5%	81	\$850
Level 5	6%	243	\$3,037
Level 6	6%	729	\$9,598
Level 7	7%	2187	\$32,562

Levels in your organization

Percentage paid on monthly volume

Number of people

Income based on 150 PV orders

*Results vary based on time, effort, and skill. See the dōTERRA Opportunity and Earnings Disclosure Summary at dotterra.com/disclosure. Most Wellness Advocates (WAs) join to purchase product at a discount and not to earn compensation. The average monthly compensation paid to all active US WAs during the last quarter of 2024 was \$69. An active WA is one who made a purchase, enrolled another account, or received compensation, and includes WAs who received no compensation. The average monthly compensation paid to US WAs who received compensation in 2024 was \$143. The income ranges for each rank are projections based on the Compensation Plan Elevated and the median compensation of WAs with at least 400 PGV and the required TGV for maximum Unilevel commissions at each rank in 2024. The percentage of all US WAs who reached the following ranks in 2024 is Elite: 4%, Premier: 1%, Silver: 0.6%, Gold: 0.2%, Platinum: 0.1%, Diamond: 0.1%, Blue Diamond: <0.1%, and Presidential Diamond: <0.1%. Ranks below Elite are not displayed. Compensation information does not include expenses, which may be incurred. See full compensation plan for details.