

## What should I know about joining as a dōTERRA Distributor?

### How can I join?

As a dōTERRA Distributor, called a Wellness Advocate, you can participate in three ways:

- You can buy dōTERRA® products at a discount for your own or household use.
  - You can sell dōTERRA® products to make a retail profit.
- You can recruit others who want to consume or sell dōTERRA® products.

Most distributors join only to receive a discount on dōTERRA® products and do not participate in the business. In 2019, as a result, 50.35% of U.S. Distributors, or 267,194, did not receive earnings from dōTERRA.

### What should I know about this business opportunity?

There are no required purchases other than the initial signup fee of \$35.00. Distributors enjoy setting their own schedule and choosing how and when to work. Most people start their dōTERRA business by working part-time and selling to people they know or people they meet to make a little extra money. There are no guarantees that you will earn money. Like all businesspeople, some Distributors will succeed, while some will not. Building a successful dōTERRA business takes skill, hard work, and time.

### In what ways can I earn money?

You can also earn money from the sales to customers you sponsor or from retail customers. 86% of individuals who sign up with dōTERRA sign up as customer. These customers cannot contractually sell products or sponsor other Distributors but join to buy and enjoy dōTERRA's products. You can also earn money by selling dōTERRA® products that you buy at a discount. Your discount averages 25% of suggested retail prices. You cannot earn money by only recruiting or only sponsoring someone.

### In a typical month, how much could I make?

In a typical month in 2019, about 389,975 U.S. Distributors ordered products for resale from dōTERRA and about 152,069 of them earned money from their sales and the sales of those they sponsored. Below is their earnings in a typical month, before expenses.

First Year Distributors (13,678)	All other Distributors (249,779)
<b>50%</b> (6,839) earned more than <b>\$100</b>	<b>50%</b> (124,890) earned more than <b>\$320</b>
<b>Top 10%</b> (1,368) earned more than <b>\$230</b>	<b>Top 10%</b> (24,978) earned more than <b>\$1,260</b>
<b>Top 1%</b> (137) earned more than <b>\$860</b>	<b>Top 1%</b> (2,498) earned more than <b>\$8,793.52</b>
	The Top 1% of Distributors hold ranks of Silver, Gold, Platinum, Blue Diamond, and Presidential Diamond, and have spent <b>3 to 11</b> years, and an average of <b>8 1/2</b> years on their business.

### What if this doesn't work for me?

You can cancel your Distributorship at any time. Within thirty days of a purchase, you can return unopened products for a full refund. You can also receive a 90% refund for products purchased within a year.

Please contact (800) 411-8151 for more information.