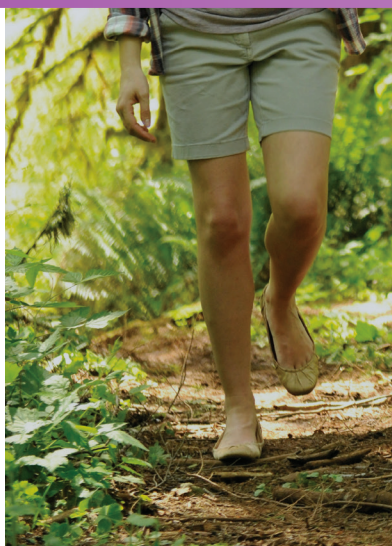


United States
**Founders
Club 2.0**
dōTERRA



welcome

To the dōTERRA U.S. Founders Club 2.0 Summary

A detailed overview of how it works and why
you have the potential to be the next **Founder!**

In order to qualify, Wellness Advocates must be one of the first 200 to reach 1,000 Founder Points. Points will be awarded for achievements in two categories: your achievements (personal enrollments plus LRPs and personal rank advancements) and your personally enrolled leader's achievements (rank advancements, Power of 3 \$250 earners, and Empowerment Bonus Pool).

If your personally enrolled leaders in the US advance in rank and maintain the rank for up to three months, they will be awarded points as follows:

Personally Enrolled Leader Rank Advancement*	First time	Second time	Third time	Total
Elite**	4	4	4	12
Premier	10	10	10	30
Silver	25	25	25	75
Gold	30	30	30	90
Platinum	33	33	33	99
Diamond	35	35	35	105

**If your personally enrolled leaders skip ranks, all three months' worth of points for rank will be awarded to the upline when the highest rank is achieved 3 times.*

***Volume for rank must be unique. Ranks based on stacked volume will not add points. For example, if Aaron enrolls 5 people and stacks them all in a line, if the person at the bottom reaches Elite and causes the other 4 to reach Elite as well for the first time, Aaron would only receive points for the one at the bottom of the stacked accounts.*

For every one of your personally enrolled leaders in the US who achieves \$250 Power of Three bonus for the first time and/or qualifies for the Empowerment Bonus for the first time points, they will be awarded as follows:

Personally Enrolled Leader Achievement	First time	Second time	Third time	Total
Power of Three (\$250)	3	3	3	9
Empowerment Bonus	1	1	1	3

You will earn points for your own rank advancements and personal enrollments + LRP.

For personal enrollments in the US that are new and join LRP, points will be awarded as follows for 100+ PV orders:

Achievement	Enrollment (Month 1)	LRP (Month 2)	LRP (Month 3)	Total
Personal Enrollment	1	1	1	3

Month 2 can be skipped and still earn LRP points in month 3. New accounts must be in the US.

For personal rank advancement, points will be awarded as follows:

Rank Advancement	First time	Second time	Third time	Total
Elite**	20	20	20	60
Premier	25	25	25	75
Silver	30	30	30	90
Gold	35	35	35	105
Platinum	40	40	40	120
Diamond	50	50	50	150
Blue Diamond	55	55	55	165
Presidential Diamond	60	60	60	180

Minimum & Maximum Point Requirements

Achievement*	Minimum	Maximum
Personal Rank Advancements***	NA	NA
Personally Enrolled Rank Advancements	300	NA
Power of Three	9	NA
Personal Enrollment + LRP	50	300
Empowerment Bonus	3	50

*** Must achieve at least Gold rank

Other Requirements & Rules

- The **first 200 Wellness Advocates** who reach 1,000 points based on US achievements will join the US Founder's Club 2.0 and receive compensation equal to 1 share in a 2% pool of all U.S. volume between \$1 billion and \$2 billion dollars in annual net sales. There will always be 200 shares in the pool, so each founder receives 1/200th of 2%.
- **90% of total qualifying volume** must be in the United States. The 90% of volume calculation will be at the Executive/Elite level.
- Points cannot be earned multiple times for the same underlying volume. In other words, if a Wellness Advocate "stacks" multiple personally enrolled members in such a way that one members' volume increase triggers multiple rank advancements, points will only be awarded to the enroller for the rank advancement where the actual volume increase occurred.
- If a Wellness Advocate returns to a rank (re-achieve a rank previously hit) they have not hit at least one month since November 1st, 2019 (achieved October 2019 or before), they will be awarded **half the points** that they would normally receive when returning to that rank. This same rule applies to personally enrolled leaders who achieve a rank they have not been paid at since September 1st, 2019. Examples.
- Wellness Advocates who qualify before December 31, 2020 will receive two shares (2/200th) for their 2020 payment.
- Wellness Advocates must maintain at least **Gold** rank (2021-2023) **Platinum** rank (2024-2025) 10/12 months with US Volume in order to stay in the Founders Club.
- Points and ranks are subject to audits.
- Points are awarded to the person who holds enrollership when the month's commissions are paid for each rank or bonus achievement. Enrollership for new enrollments needs to be held for 6 months.



Are you the next **Founder?**

doterra.com/usfoundersclub