

DoTerra's



Compensatieplan

Opgesteld door Tim van der Meij,
vertaald door

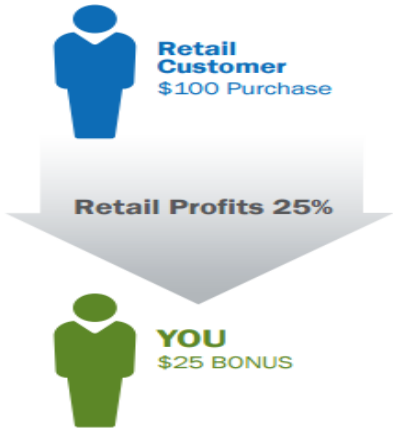
Heleen den Haan

Waaruit bestaat een aantrekkelijk compensatieplan?

- Stimuleert het positief gedrag?
- Kan je er je dromen en doelen mee bereiken... ongeacht hoe groot ze zijn?
- Stimuleert het team werk?
- Wordt degene die het werk doet ook beloond?
- Krijg je hiermee een consistente, betrouwbare bron van inkomsten?
- Kan je hiermee in je korte termijn behoeftes voorzien?

Retail Profit (Paid Monthly)

Wellness Advocates earn 25 percent profit on purchases made by their Retail Customers.

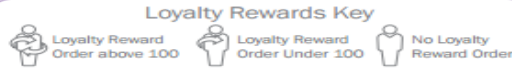
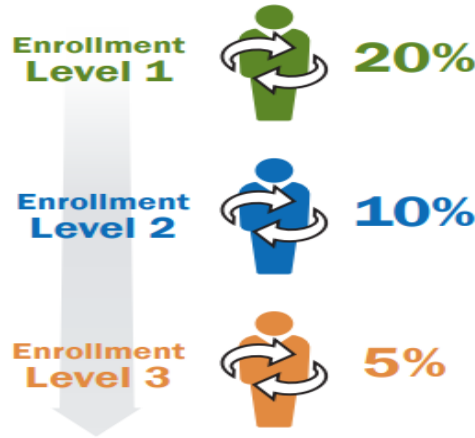


Preferred Member Sponsor Bonus

Wellness Advocates earn up to 25 percent on the PV from purchases made by preferred members.

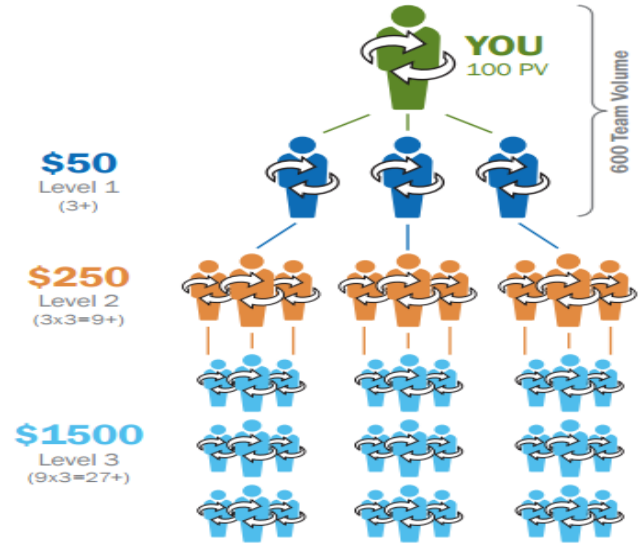
Fast Start Bonus (Paid Weekly)

Paid on a new enrollee's PV for their first 60 days. Each enroller must have a 100 PV Loyalty Rewards order to participate.



Power of 3™ Bonus (Paid Monthly)

See the Power of 3 details page for a complete description of rules and requirements.



Unilevel Organizational Bonus (paid monthly on compressed organizational volume)

Paid as Title	Wellness Advocate	Manager	Director	Executive	Elite	Premier	Silver	Gold	Platinum	Diamond	Blue Diamond	Presidential Diamond
Monthly PV	50	100	100	100	100	100	100	100	100	100	100	100
Monthly OV	*	500	1,000	2,000	3,000	5,000	*	*	*	*	*	*
Qualified Legs*	*	*	*	*	*	2	3	3	3	4	5	6
Leg Requirements	*	*	*	*	*	Executive	Elite	Premier	Silver	Silver	Gold	Platinum
Level 1	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%	2%
Level 2		3%	3%	3%	3%	3%	3%	3%	3%	3%	3%	3%
Level 3			5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 4				5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 5					6%	6%	6%	6%	6%	6%	6%	6%
Level 6						6%	6%	6%	6%	6%	6%	6%
Level 7							7%	7%	7%	7%	7%	7%

Dynamic Compression

3% Infinity Performance Pools (paid monthly on total company volume)

Performance Pool Shares: Earn additional shares for each new personally enrolled Elite (Leadership Performance Pool) or Premier (Diamond Performance Pool)*	# of shares	Leadership Performance Pool			Diamond Performance Pool		
		1+	1	5	10	1	2
		2%			1%		

3% Diamond Pools (paid monthly on total company volume)

Blue Diamond & Diamond Rank Shares: Earn additional shares for each new personally enrolled Premier* Presidential Diamond Rank Shares: Earn additional shares for each new personally enrolled Silver*	# of shares	Diamond Pool	Blue Diamond Pool	Presidential Diamond Pool
		1+	3	3
		1%	1%	1%

*Legs must be personally enrolled. * Must be first-time qualifiers, unlimited shares. See company policies for details.

60 dagen FAST START Bonus

Doterra's enrollment kits

- Business leader kit € 2250
- Every Oil kit € 1675
- Oil Sharing kit € 1100
- Natural Solutions kit € 550
- Cleanse & Restore kit € 175
- Family Wellness kit € 205
- Home Essentials kit € 225
- Family Physician + S&S kit €115

YOU	20 %	562,5
LEVEL 1	10 %	225
LEVEL 2	5 %	112,5

Team size 3 / 150 PV per IPC

LEVEL	%	IPC	OV/LEVEL	\$ / LEVEL	MONTHLY CHECK
1	2	3	\$ 450	\$ 9,-	\$ 9,-
2	3	9	\$ 1350	\$ 40,50	\$ 49,50
3	5	27	\$ 4050	\$ 202,50	\$ 252,-
4	5	81	\$ 12.150	\$ 607,50	\$ 859,50
5	6	243	\$ 36.450	\$ 2187,50	\$ 3046,50
6	6	729	\$ 109.350	\$ 6561,-	\$ 9607,50
7	7	2187	\$ 328.050	\$ 22.963,50	\$ 32.751,-

Other compensation plans

LEVEL	%	IPC	\$ / LEVEL	MONTHLY CHECK	DoTERRA's	Difference
1	7	3	\$ 31,50	\$31,50	\$ 9,-	- \$ 22,50
2	6	9	\$ 81,-	\$112,50	\$ 49,50	- \$ 63,-
3	6	27	\$ 243,-	\$355,50	\$ 252,-	- \$ 103,50
4	5	81	\$ 607,-	\$ 963,-	\$ 859,50	- \$ 103,50
5	5	243	\$ 1822,50	\$ 2785,50	\$ 3046,50	+ \$ 261,-
6	3	729	\$3280,50	\$ 6066,-	\$ 9607,50	+ \$ 3541,50
7	2	2187	\$6561,-	\$ 12.627,-	\$ 32.751,-	+ \$ 19.994,-

Team size 4 / 150 PV per IPC

LEVEL	%	IPC	OV/LEVEL	\$ / LEVEL	MONTHLY CHECK
1	2	4	\$ 600	\$12	\$ 12
2	3	16	\$ 2400	\$ 72	\$ 84
3	5	64	\$ 9.600	\$ 480	\$ 564
4	5	256	\$ 38.400	\$ 1.920	\$ 2484
5	6	1024	\$ 153.600	\$ 9.216	\$ 11.700
6	6	4096	\$ 614.400	\$36.864	\$ 48.564
7	7	16384	\$ 2.457.600	\$ 172.032	\$ 220.596

Other compensation plans

LEVEL	%	IPC	\$ / LEVEL	MONTHLY CHECK	DoTERRA's	Difference
1	7	4	\$ 42	\$ 42	\$12	- \$ 30
2	6	16	\$ 144	\$ 186	\$ 72	- \$ 102
3	6	64	\$ 576	\$ 762	\$ 480	- \$ 198
4	5	256	\$ 1.920	\$ 2.682	\$ 1.920	- \$ 1980
5	5	1024	\$ 7.680	\$ 10.362	\$ 9.216	+ \$ 1.338
6	3	4096	\$18.432	\$ 28.794	\$36.864	+ \$ 19.770,50
7	2	16384	\$49.152	\$ 77.9460	\$ 172.032	+ \$ 142.650

Power of Three

LEVEL	%	IPC	OV/LEVEL	POWER OF 3	MONTHLY CHECK	% OF OV
1	2	3	\$ 450	\$ 50	\$ 59	13 %
2	3	9	\$ 1350	\$ 250	\$ 299,50	17 %
3	5	27	\$ 4050	\$ 1.500	\$ 1.752	30 %
4	5	81	\$ 12.150		\$ 2.359,50	
5	6	243	\$ 36.450		\$ 4.546,50	
6	6	729	\$ 109.350		\$ 11.107,50	
7	7	2187	\$ 328.050		\$ 34.071	

Other compensation plans

LEVEL	%	IPC	\$ / LEVEL	MONTHLY CHECK	DoTERRA's	Difference
1	7	3	\$ 31,50	\$31,50	\$ 59,-	+ \$ 27,50
2	6	9	\$ 81	\$112,50	\$ 299,50	+ \$ 187,-
3	6	27	\$ 243	\$355,50	\$ 1.752,-	+ \$ 1396,50
4	5	81	\$ 607	\$ 963,00	\$ 2.359,50	+ \$ 1396,50
5	5	243	\$ 1822,50	\$ 2785,50	\$ 4.546,50	+ \$ 1761,-
6	3	729	\$3280,50	\$ 6066,00	\$ 11.107,50	+ \$ 5041,50
7	2	2187	\$6561,00	\$ 12.627,00	\$ 34.071,-	+ \$ 21,444,-

Performance Pools

- Silver, Gold & Platinum Pool: 2 %
 - Silvers: 1 share
 - Gold: 5 shares
 - Platinum: 10 shares
- Diamond Pool: 1 %
 - Diamond: 1 share
 - Blue Diamond: 2 shares
 - Presidential Diamond: 3 shares

Leadership Pools

- Diamonds : 1 %
- Blue Diamond: 1 %
- Presidential Diamond: 1 %

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