

dōTERRA® RANK UP CHALLENGE

Started in March, 2017

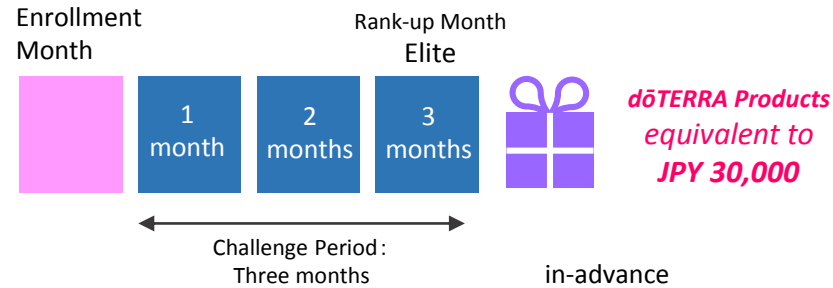


dōTERRA®

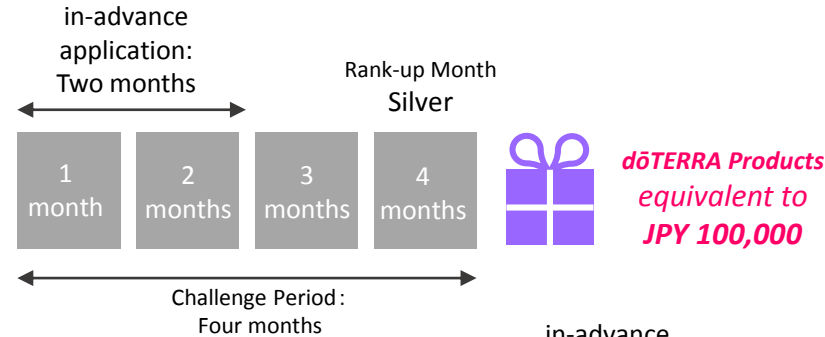
In order to work on dōTERRA business smoothly, we have prepared three types of Challenge and wonderful Challenge Achievement Gifts for New Enrollees who will achieve the challenge during the each period.

| Type | Pre-qualifying Rank | Qualification Period | Gift |
|------------------|---|---|--|
| Elite Challenge | Consultant, Manager, Director, Executive within three months since new enrollment | Three months from the following month of New Enrollment | dōTERRA Products equivalent to JPY 30,000 |
| Silver Challenge | Elite, Premier within four months since achieving Elite | Four months from the following month of qualification as Elite | dōTERRA Products equivalent to JPY 100,000 |
| Gold Challenge | Silver within five months since achieving Silver | Five months from the following month of qualification as Silver | dōTERRA Products equivalent to JPY 200,000 |

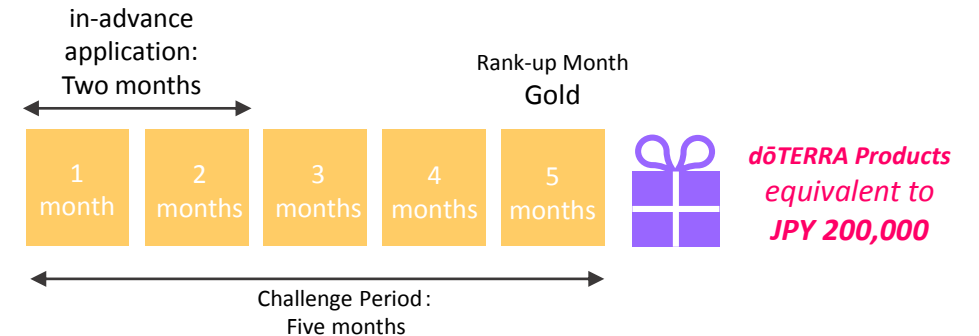
Elite Challenge



Silver Challenge



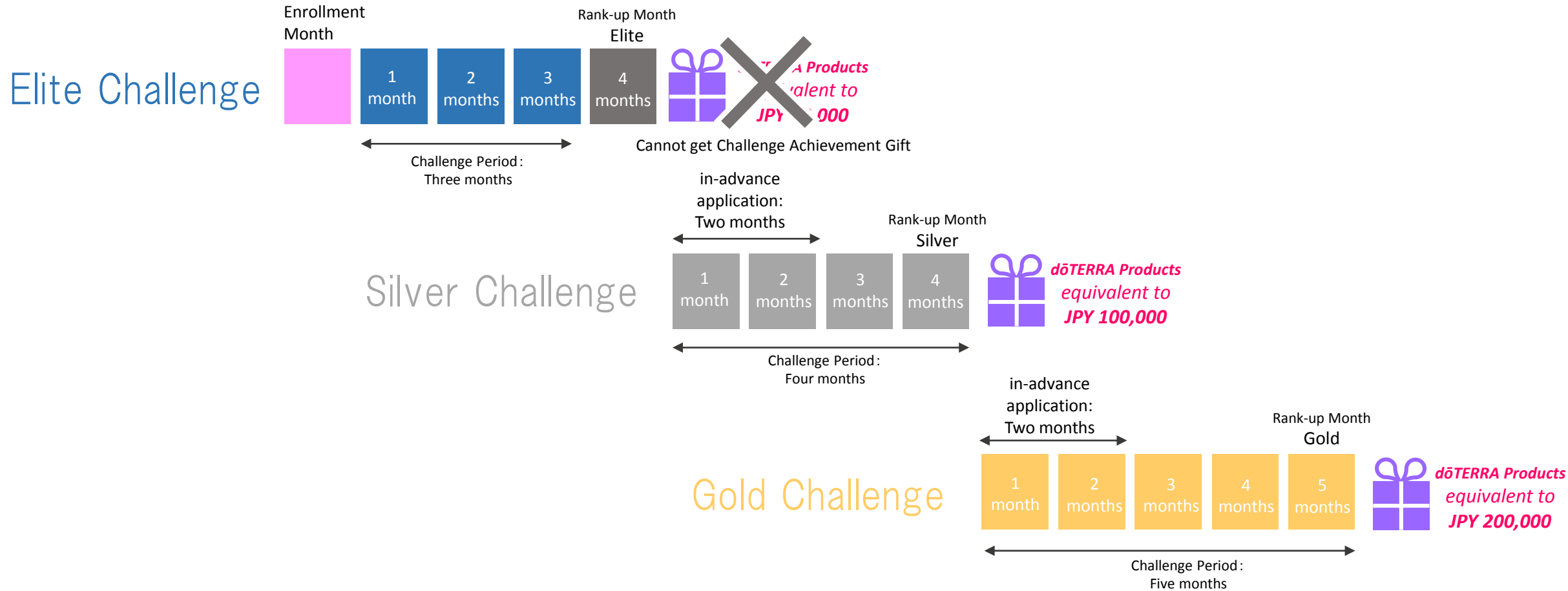
Gold Challenge



Case Examples: Not achieved during the Challenge Period, Achieved earlier than the period, and Rank-skipping Achievement

■ Not achieved during the Challenge Period

Unfortunately, you cannot get Challenge Achievement Gift when you could not achieve the challenge during the period. Once you rank-up, however, you can challenge a next one from the following month.



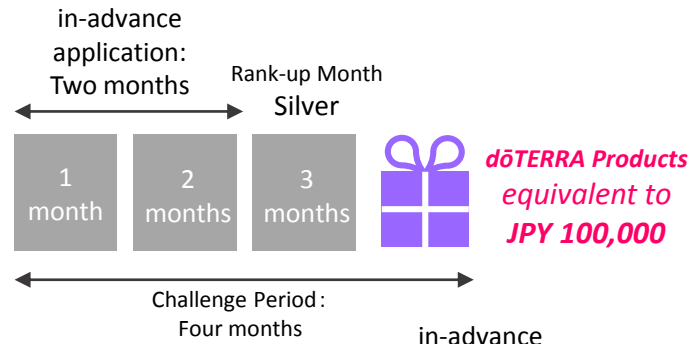
■ Achieved earlier than the period

By achieving earlier than the period, you can start a new challenge earlier although the Achievement Gift would be same as usual one.

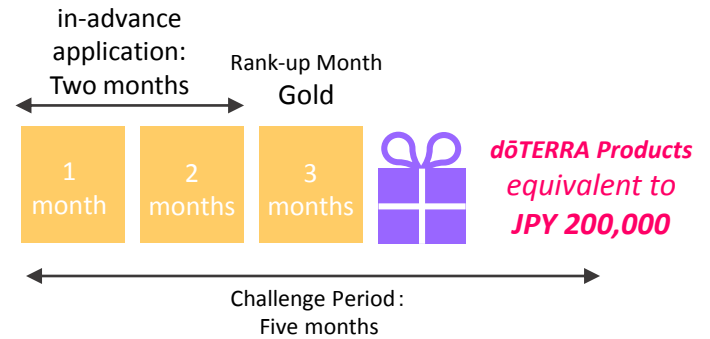
Elite Challenge



Silver Challenge



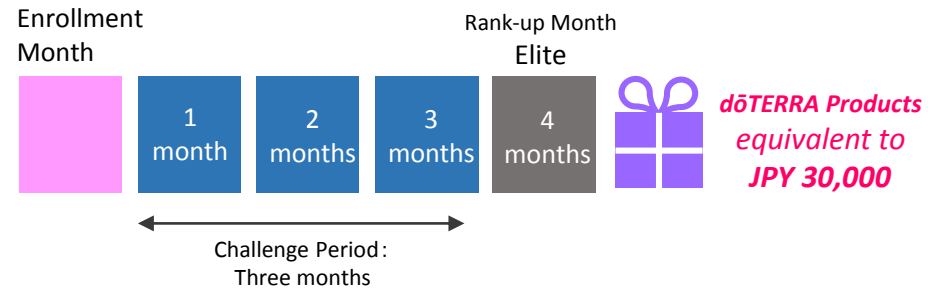
Gold Challenge



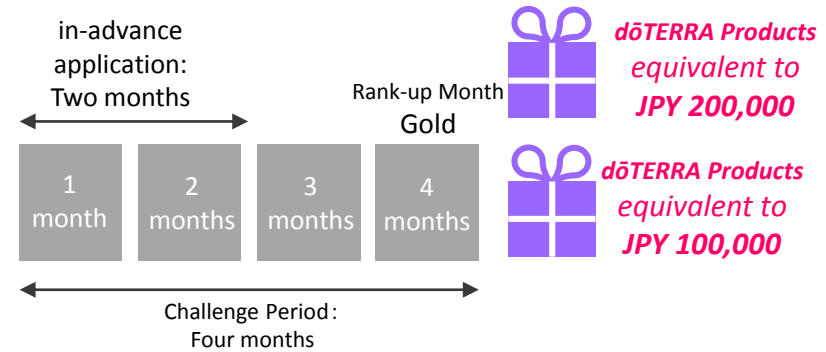
Rank-skipping Achievement

You can get both Silver and Gold Challenge Achievement Gifts when you achieve Gold during your Silver Challenge.

Elite Challenge



Silver Challenge

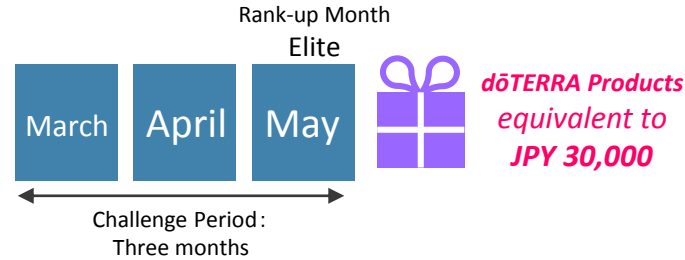


■ Already registered member before March 2017

IPC up to silver rank have chances

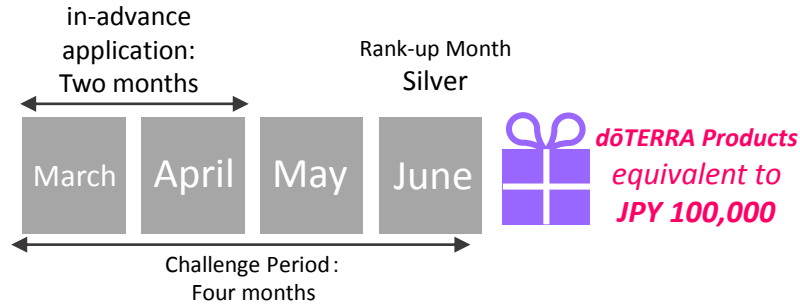
Elite Challenge

Already registered consultants, managers, Directors, Executives



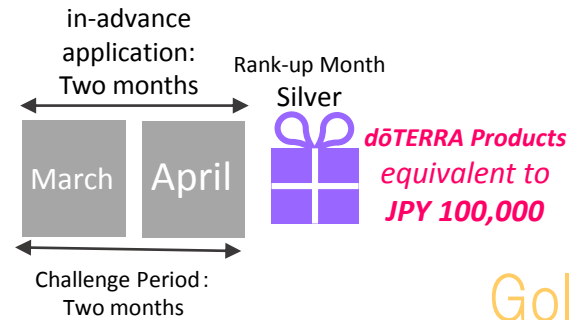
Silver Challenge

Already registered Elites



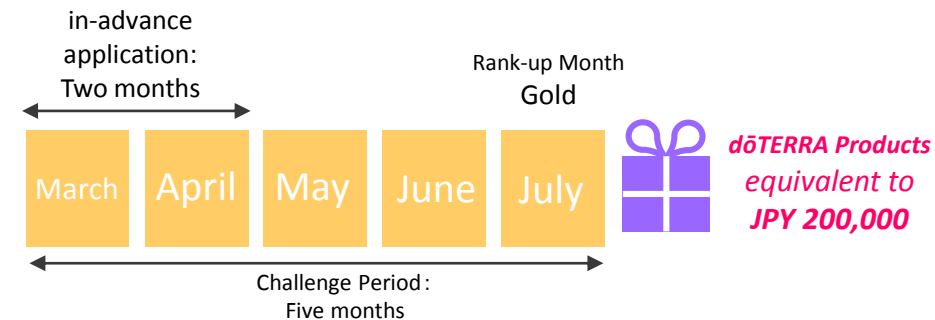
Silver Challenge

Already registered Premiers



Gold Challenge

Already registered Silvers



| Type | Qualifying Rank | Qualification Period | Gift |
|------------------|---|---|--|
| Elite Challenge | Already registered consultants, managers, Directors, Executives | Achieve Elite Rank From March 2017 to May 2017 | dōTERRA Products equivalent to JPY 30,000 |
| Silver Challenge | Already registered Elites | Achieve Silver Rank From March 2017 to June 2017 | dōTERRA Products equivalent to JPY 100,000 |
| | Already registered Premiers | Achieve Silver Rank From March 2017 to April 2017 | |
| Gold Challenge | Already registered Silvers | Achieve Silver Rank From March 2017 to July 2017 | dōTERRA Products equivalent to JPY 200,000 |