



Hi Leaders,

At dōTERRA, we never stop looking for ways to improve, and listening to our Wellness Advocates is a big part of that.

Over the past several months, leaders across our global markets told us they wanted more flexibility in how they qualify. Today, we're glad to share our next step.

We're refining the Power of 3 Bonus to give you more flexibility in meeting Pod Volume qualifications, giving more options at the end of the month, while keeping the same duplication strategy intact.

Our recommendation hasn't changed: building toward 500 PV in dōTERRA Rewards within your pod is still the strongest path to qualifying month after month. What's changed is what happens when a month doesn't go as planned and ordering patterns shift in key areas within your team. Now, more of the work you're already doing counts toward qualification.

Many of you will benefit right away, qualifying for new bonuses instantly. Others will find it a helpful push toward monthly goals.

Over the coming weeks, you'll receive updated resources, educational materials, and Back Office enhancements to make this easy to understand and apply.

Thank you for your leadership and your feedback. Together, we'll keep building a business that serves leaders, customers, and communities for years to come.

With appreciation,

dōTERRA Executive Team