Compliance Education Help Center

Homepage:

**What Is Compliance?**

If you’re new to doTERRA, you likely haven’t heard about compliance; if you have, you may have questions about it. The Compliance team ensures members are aware of the doTERRA Policy Manual and company processes and procedures. The Compliance team communicates with doTERRA members across the globe to educate and responsibly empower members to share and grow their businesses.

**Share Confidently**: Educate yourself on compliant ways to share doTERRA products and the business opportunity.

**Build Responsibly:** Learn guidelines for adding people to your team.

**General Help:** Learn leadership skills to resolve team disputes.

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Sharing

# Earning and Opportunity Guidelines

Since doTERRA started, we’ve been empowering families with pure, natural solutions for their homes. Many members join doTERRA simply to enjoy doTERRAproducts (Wholesale Customers). Others (Wellness Advocates) participate for the business opportunity doTERRA presents.

It’s important to understand doTERRA policies when discussing the potential financial benefits of distributing doTERRA products as a Wellness Advocate. These policies ensure no one is misled or deceived. Anytime you share information about the financial benefits of the doTERRA business opportunity, it’s considered an “earning and opportunity claim.”

The following three rules apply to all earning and opportunity claims:

1. Statements about earnings must be true.
2. Statements about earnings must be typical for most Wellness Advocates.
3. A disclaimer should be included in the earnings statement. An example of a disclaimer is, “Numbers displayed are 2020 annual averages. Personal earnings, including first-time rank earnings, may be significantly less. See the 2020 Annual Business Builders report and Opportunity and Earnings Disclosure at <https://www.doterra.com/US/en/quick-reference.>”