

Enroller v. Sponsor: If you're a new Wellness Advocate, you're probably hearing some terms that are entirely new to you. To help you understand the difference between an enroller and a sponsor I have broken it down below. This information can come in handy when you're trying to structure your team.

Enroller: When you sign someone up under you, you automatically become their enroller. As the enroller, you can move that new enrollee anywhere in your organization up until the 10th of each month! So if someone joins on the 8th of the month you have 2 days... if they join on the 11th of the month you have up until the 10th of the following month! You also earn Fast Start bonuses from their orders and rank advancements as the enroller.

Fast start bonus provides a very quick and effective way to be able to earn money fast – this is 20% of the commissionable volume in Dollars and then converted into your country currency, this is paid out for the first 60 days – it's a commission that is paid weekly to you. After 60 days then they now drop into unilevel commission run.

Fast Starts are also paid down 3 levels 20% - 10% - 5% (USD) so a quick example, when I joined my enroller got 20%, his enroller got 10%, and his enroller got 5%. Whilst the fast start bonus from people you personally enrolled stops after 60 days, the 10% and 5% continue from your downline enrollees who are duplicating your efforts. This bonus in itself can represent a full-time income for many if you have an active team along with yourself. In India the fast start is paid down 2 levels and NOT 3, however the % is bigger, so 25% and 10%.

Sponsor: When you personally enroll a Wellness Advocate and then place them under another team member on your downline, that team member you placed them under becomes their sponsor. Being the sponsor of a Wellness Advocate means that they will receive bonuses such as Power of 3 and unilevel commissions from their orders. Sponsors do not receive Fast Start bonuses or rank advancements bonus if they are not the enroller.

You would typically make someone the sponsor as follows, when you are building towards rank and creating the required structure. You would also do this when you require volume to go into a particular part of your business to support advancement. You would also consider making someone the sponsor if you believe they would be more likely to work well together, they have common interests, similar personalities, or maybe they even know each other.

In the long term Unilevel bonus can become the largest part of the commissions that they receive, at first on a small team unilevel bonus will be small, however as duplication starts to happen and the organisation continues to grow, it can become significant.

Additional:

You can give up enrollership and transfer this to someone else, however this can only be done once, and I advise this to be discussed with your active upline leader, this can have a considerable impact within your business,

Only give up enrollership when the sponsor has:

- ✓ Shown their commitment and support to their team through teaching and mentoring.
- ✓ Grown faster and stronger than the enrollee you are transferring to them!
- ✓ Following and duplicating the systems you are teaching.
- ✓ The transfer helps them advance in rank and does not result in a detrimental effect to you, typically this would be done when it also helps you to rank advance to a leadership level.

Rank/Leadership Bonus approx, as it works on share values which can fluctuate a little: As you can see, when you start hitting levels like GOLD and Platinum the RANK bonus starts to increase very nicely! And when you Hit Diamond you are living VERY comfortably!! Blue Diamond you are starting to change your life in so many ways! Presidential Diamond. well what can I say, WOW!

Remember these are just RANK bonuses, you have fast starts and unilevel – power of 3 etc. And you can see if you promote new builders, you can earn some very nice additional bonuses along the way!

Rank	Empowerment Bonus	Leadership Pool	Qualification	Est. Total
PREMIER	Min 1 x 100pv+ personal enrolment	-	-	\$190 USD
SILVER	1st time new personal Elite	1 share	-	\$390 USD
GOLD	Max x2 100pv + personal enrolment	5 shares	Rank to Gold	\$1130 USD

Rank	Leadership Pool	Qualification	Est. Total
PLATINUM	10 shares	Rank to Platinum	\$1,500 USD
DIAMOND	3 shares	1 share performance	\$4,150 USD
BLUE DIAMOND	3 shares	2 share performance	\$12,800 USD

Rank	Presidential Diamond Pool	Diamond Performance	Premier Bonus	Silver Bonus
PRESIDENTIAL DIAMOND	\$24 - 33,000 USD	3 shares	1st time new personal Premier	1st time new personal Silver
			\$1,300 USD	\$8 - 11,000 USD

When you start hitting levels like GOLD and Platinum the RANK bonus starts to increase very nicely! When you Hit Diamond, you are living VERY comfortably, when you hit Blue Diamond you are starting to change your life in so many ways! Presidential Diamond, well what can I say, WOW!

Remember these are just RANK bonuses, you have fast-starts and uni-level and your power of 3 etc, and you can see if you promote new builders you can earn some very nice additional bonuses along the way!

In closing, at first **FAST START BONUS** will typically represent the biggest part of a new wellness advocates income, followed by building for RANK, the power of 3 will happen naturally on your 2nd and third level as a result of working with the right people. Eventually, so long term unilevel will represent the largest part of your passive income – so when you have a developed business at Platinum and Diamond your unilevel can start to overtake your Rank Bonus.. etc...

Here is more information about the compensation plan

Compensation Plan Video:

<https://youtu.be/eO5AHqboQwY>

Compensation Document:

<https://www.docdroid.net/6hPaiK2/doterra-compensationplan.pdf>

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Average Earnings
with doTERRA

doTERRA LEADERSHIP RANKS	AVERAGE MONTHLY INCOME	AVERAGE ANNUAL INCOME
Elite	\$300	\$3,600
Premier	\$600	\$7,200
Silver	\$2,216	\$26,592
Gold	\$4,916	\$58,992
Platinum	\$9,583	\$114,996
Diamond	\$17,083	\$204,996
Blue Diamond	\$38,500	\$462,000
Presidential Diamond	\$112,750	\$1,353,000

Why not you?

Please note when you first hit RANK Your income will be less than shown In the chart. These are AVERAGE incomes for people at this rank