

A Quick Comparison Guide

Wholesale Customer and Wellness Advocate dōTERRA[®]EUROPE

| | WHOLESALE CUSTOMER | WELLNESS ADVOCATE |
|--|---|---|
| Enrollment Fee | £20/€20 or qualifying enrollment kit | £20/€20 or qualifying enrollment kit |
| Renewal Fee | £15/€15 with complimentary oil | £15/€15 with complimentary oil |
| Product Discount | 25% off retail pricing | 25% off retail pricing |
| Loyalty Rewards Points | Yes | Yes |
| Fast Track | Yes | Yes |
| Shipping Rewards Points | Yes | Yes |
| Product Promo Eligible | Yes | Yes |
| Initial Enrollment Promo Eligible (ex. Enroll with 150 PV and get Cheer & Motivate free) | Yes | Yes |
| Eligible to Participate in Enroller Promos (ex. Jasmine & Rose, Incentive Trip, etc.) | No but Wholesale Customer enrollments do qualify the upline for enrollment promotions | Yes |
| Personal Website | No | Yes |
| Bonuses & Compensation | No - cannot have downline | Yes |
| Share Program | No - cannot enroll | Yes |
| Tax ID | None | Unique SSN or TIN now required |
| Upline | Sponsor and Enroller can be different | Sponsor and Enroller can be different |
| Enroller Moves | Initial 14 day sponsor move for enroller, additional 14 day sponsor move for enroller if upgraded to WA after 90 days. | Initial 14 day sponsor move for enroller |
| Inactive Account Moves | Can request move for self after 6 months of inactivity (0 PV) | Can request move for self after 6 months of inactivity (0 PV) |
| Gifting Enrollment | Enrollment can be gifted once per lifetime of account. Second enrollment change back to the original enroller pending company approval. | Enrollment can be gifted once per lifetime of account. Second enrollment change back to the original enroller pending company approval. |
| Duplicate Accounts | Not allowed. Each person/married couple can own one Wholesale Customer account OR one Wellness Advocate Account | Not allowed. Each person/married couple can own one Wholesale Customer account OR one Wellness Advocate Account |
| Fast Start | Paid out for first 60 days to enroller tree | Paid out for first 60 days to enroller tree |
| Unilevel | Paid out to Sponsor Tree after first 60 days | Paid out to Sponsor Tree after first 60 days |
| Power of 3 Bonuses | Loyalty order can help qualify upline for Power of 3 | Loyalty order can help qualify upline for Power of 3 |
| Terms and Conditions | Simplified Wholesale Customer Terms and Conditions | Remain the same as Wellness Advocate Terms & Conditions Today |
| Able to Resell Product? | No | Yes |
| mydoTERRA.com Experience | Access to Shop Tab, Message Center and Profile Settings | Current EVO, access to all content |