

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
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