



*build* dōTERRA®  
YOUR NATURAL SOLUTIONS OPPORTUNITY

# WHAT CAN dōTERRA OFFER *you?*

You have many choices when it comes to creating an income. See why dōTERRA offers an unparalleled opportunity and product that can provide long lasting support to realize all your dreams and goals.

## YOU HAVE A CHOICE

### Traditional Employment

- Trading hours for dollars
- Limit on advancement & earnings
- Reliant on employer's vision
- Prerequisites & costly education
- Limited time freedom

### Authentic Network Marketing

- True, lasting residual income
- Unlimited reach & earning power
- Reliant on your vision
- No prerequisites & free education
- Freedom to choose your schedule

*"dōTERRA products are best shared person-to-person, not on a shelf or in an ad. Rather than paying advertising companies, dōTERRA chose to compensate people like you and me who share their products and support others in their sharing. Together, we are rapidly bringing health and hope through this worldwide movement!"* Natalie Goddard

*"The networking model, in conjunction with a high quality product, or service presents an unparalleled opportunity for people to thrive."* - Bob Burg

## HOW IS dōTERRA DIFFERENT?

### Most Network Marketing

- Lead with business opportunity
- Product sales depend on opportunity
- Sell an opportunity

Average  
Retention  
**13%\***

\* Percentage of customers who purchase every year.

### dōTERRA Authentic Network Marketing

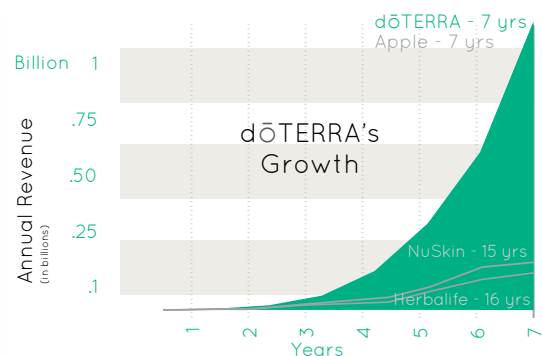
- Lead with powerful products
- Products sell regardless of opportunity
- Share a wellness lifestyle

Average  
Retention  
**65%†**

† Percentage of customers who purchase every 1-3 months.

## WHY dōTERRA?

- A billion dollar company in only 7 years
- Part of the trillion dollar wellness industry and the largest essential oil company in the world.
- Debt-free with no outside interest or funding.
- Lead by an executive team of business, marketing, and healthcare professionals with a reputation for integrity and performance in the direct selling industry, and 150+ years of combined industry experience.



Learn more by watching "Creating Residual Income" at [sharesuccess.com/pipeline](http://sharesuccess.com/pipeline).

# WHAT DO YOU WANT TO *create?*

## 1. EARN YOUR dōTERRA PRODUCTS FOR FREE

- Earn \$200-\$600+/month\*
- Share dōTERRA & host classes
- Enroll 10+ people in the dōTERRA® wellness lifestyle
- Become a natural solutions provider
- Wellness lifestyle supported; FREE product credits

## 2. SUPPLEMENT YOUR INCOME

- Earn \$1,300-\$6,000+/month\*
- Share dōTERRA regularly & teach classes
- Guide 3+ people to earn their products for FREE
- Become a leader people want to follow
- Travel, personal development, greater options

“



*“dōTERRA has been an unexpected blessing for my family. As a mother of 7 and a holistic physician in private practice, there hardly seemed time or energy to build another business. Yet, as I simply shared the power and gifts of essential oils, I found that most people simply want them. In 2 years I have helped & empowered hundreds of people with their health, created a*

*generous supplement to our income, and expect to match or replace our other income in the next year!*

*Dr. Barbara Jennings* GOLD

## 3. REPLACE & MULTIPLY YOUR INCOME

- Earn \$5,000-\$90,000+/month\*
- Consistently share dōTERRA solutions
- Actively mentor others in their business building
- Become a powerful leader who inspires with vision
- Assist 4-6 people to reach their dreams
- Live in your passion

“



*“When I first started learning about dōTERRA as a business, I thought it would be impossible to earn enough to pay for my monthly order. By having classes and with the help of my great team leaders, my orders were actually paid for within the first 2 months!!”*

*Tasha Hansen* PREMIER

“



*“We are passionate about bringing health and hope to everyone we touch through essential oils. The business model of empowering others to succeed continues to give us an uncommon life free of debt and full of choice. So grateful for true freedom!”*

*James & Roxane Rybee*  
PRESIDENTIAL DIAMONDS

“

*“Life presented immense challenges, and dōTERRA has been there to pick up the pieces. I am still amazed how my family’s needs are met by sharing and educating others about the power of dōTERRA’s essential oils. I truly believe that if I can succeed at this, anybody can.”*

*Debbie Carson* DIAMOND



“



*“I wondered if someone like me from a small town, who had never done direct marketing, could succeed. My first class convinced me that everyone wants and needs these oils. I just went forward with that conviction, excitedly sharing with anyone who would listen and have found success in one living room at a time.”*

*Kathy Pace* BLUE DIAMOND

# dōTERRA ADVANCEMENT *map*

	Rank	Structure & Monthly Income*	Building Plan	Average Months to Achieve	Other Benefits
1. Earn Your dōTERRA Products—FREE A natural solutions provider	Elite	 Elite 3K Enroll 15+ people <b>\$300*</b>	<b>Elite Plan</b> Host 3 classes <b>or</b> 15+ one-on-ones Class Goal: 10+ Attendees 5+ Enrollments 1000 PV Through your classes/one-on-ones/follow-ups, narrow your 50 contacts to enroll: 2+ Key Builders 15+ Customers under your Key Builders	6	 Living a wellness lifestyle
	Premier	 Premier  5K min Enroll 25+ people <b>\$600*</b>	<b>Premier Plan</b> Support 2 Key Builders through the Elite Plan.	9	 Sharing health & hope
2. Supplement Your Income A leader people want to follow	Silver	 Silver  Lead 3 people to Elite <b>\$2,167*</b>	<b>Silver Plan</b> Support 3 Key Builders through the Elite Plan.	13	 Building strong connections
	Gold	 Gold  Lead 3 people to Premier <b>\$4,750*</b>	<b>Gold Plan</b> Support 3 Key Builders through the Premier Plan.	14.5	 Personal growth & achievement
3. Replace & Multiply Your Income A leader that leaders want to follow	Platinum	 Platinum  Lead 3 people to Silver <b>\$8,833*</b>	<b>Platinum Plan</b> Support 3 Key Builders through the Silver Plan.	23	 Traveling & sharing success
	Diamond	 Diamond  Lead 4 people to Silver <b>\$16,917*</b>	<b>Diamond Plan</b> Support 4 Key Builders through the Silver Plan.	23	 Experiencing & inspiring abundance
	Blue Diamond	 Blue Diamond  Lead 5 people to Gold <b>\$41,583*</b>	<b>Blue Diamond Plan</b> Support 5 Key Builders through the Gold Plan.	31	 Making a difference
	Presidential Diamond	 Presidential Diamond  Lead 6 people to Platinum <b>\$114,334*</b>	<b>Presidential Diamond Plan</b> Support 6 Key Builders through the Platinum Plan.	37	 Growing in influence

\*Average monthly earnings from Opportunity and Earnings Disclosure Summary - Earnings are based on performance.

# WAYS YOU GET *paid* IN dōTERRA

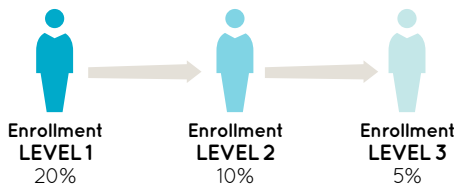
## dōTERRA's Compensation Plan:

- Rewards leadership
- Incentivizes team support and collaboration
- Allows you to experience stable residual income

CREATE INCOME & *make a Difference*

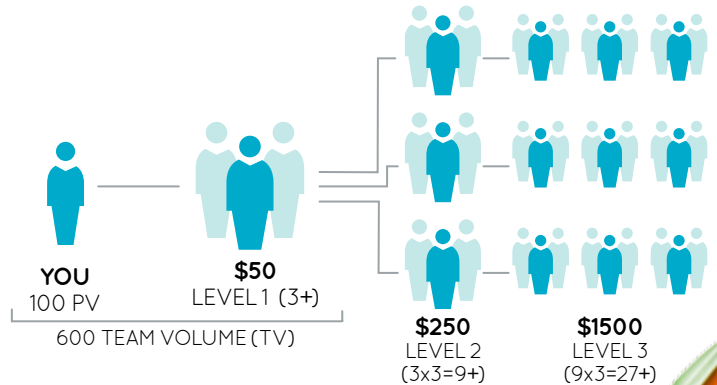
### 1. Fast Start Bonus

**Paid weekly** on new enrollee volume for the first 60 days. Enroller must have 100 PV Loyalty Rewards Order to receive this enroller bonus.



### 2. Power of 3 Team Bonus

**Paid monthly** based on structure. Each team needs 600 TV to receive this sponsor bonus.



### 3. Unilevel Bonus

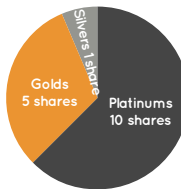
**Paid monthly**, this sponsor bonus is based on rank achieved.

	<b>Ex</b> Executive 2K	<b>E</b> Elite 3K	<b>P</b> Premier 2k+ 2k+ 5K min	<b>S</b> Silver Elite 3k Elite 3k Elite 3k	<b>G</b> Gold Premier 5K Premier 5K Premier 5K	<b>PL</b> Platinum Silver Silver Silver	<b>D</b> Diamond Silver Silver Silver Silver	<b>BD</b> Blue Diamond Gold Gold Gold Gold Gold	<b>PD</b> Presidential Diamond Platinum Platinum Platinum Platinum Platinum
MONTHLY PV	100	100	100	100	100	100	100	100	100
MONTHLY OV	2,000	3,000	5,000	*	*	*	*	*	*
Level 1	2%	2%	2%	2%	2%	2%	2%	2%	2%
Level 2	3%	3%	3%	3%	3%	3%	3%	3%	3%
Level 3	5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 4	5%	5%	5%	5%	5%	5%	5%	5%	5%
Level 5		6%	6%	6%	6%	6%	6%	6%	6%
Level 6			6%	6%	6%	6%	6%	6%	6%
Level 7				7%	7%	7%	7%	7%	7%
DYNAMIC COMPRESSION	↑	↑	↑	↑	↑	↑	↑	↑	↑



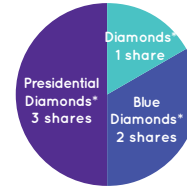
**QUALIFY FOR FOUNDER'S CLUB\***  
SHARE of 1% of COUNTRY'S VOLUME

\* Check to see what markets are currently available at [sharesuccess.com/international](http://sharesuccess.com/international)



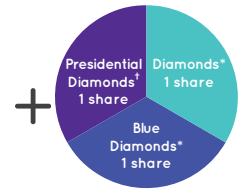
**LEADERSHIP PERFORMANCE POOL**  
2% of COMPANY VOLUME

+1 share for each new personally enrolled Elite.



**DIAMOND PERFORMANCE POOL**  
1% COMPANY VOLUME

\*=+1 share for each new personally enrolled Premier.  
\*=+1 share for each new personally enrolled Silver.



**DIAMOND POOL**  
3% COMPANY VOLUME

PV = all personal, preferred member, and retail orders      OV = combined total PV of all orders in your organization

\*Compensation plan includes 25% profit on retail sales and up to 25% profits on Preferred Member purchases.

# CHOOSE YOUR *success* PATH

Your life doesn't  
get better by chance,  
it gets better with  
change.

– Jim Rohn

## 1. WHERE ARE YOU NOW? (On a scale of 1-10, 1=false, 10=true)

- |   |  |
|---|--|
| <input type="checkbox"/> Finances are not a source of stress  | <input type="checkbox"/> I am living my dreams                                       |
| <input type="checkbox"/> I am debt free   | <input type="checkbox"/> I feel inspired & fulfilled doing what I do                 |
| <input type="checkbox"/> I have plenty of money in savings  | <input type="checkbox"/> I spend as much time as I want with those I care about      |
| <input type="checkbox"/> I feel financially prepared for the future   | <input type="checkbox"/> I am making a difference (service, charitable giving, etc.) |
| <input type="checkbox"/> I am having the experiences I want (travel, education/self improvement, lifestyle, etc.) |  |

## 2. WHERE DO YOU WANT TO BE? Draw insights from your responses above.

---



---



---

## 3. WHAT DO YOU NEED TO GET THERE?

- To get where you want to be, how much more monthly income do you need? \$ \_\_\_\_\_
- How much additional monthly income would you like to create in the next 90 days? \$ \_\_\_\_\_
- What is your monthly income goal by next year? \$ \_\_\_\_\_

What else is needed to get there? (e.g. daily action, giving up something, skills, support, etc.)

---



---

Which path do you choose to support your future goals?

<input type="checkbox"/> EARN YOUR PRODUCTS FOR FREE	<input type="checkbox"/> SUPPLEMENT YOUR INCOME	<input type="checkbox"/> MULTIPLY & REPLACE YOUR INCOME
<p>Strong Support for Steady Growth</p> <ul style="list-style-type: none"> <li>• Minimally engage in Success Habits (2-5 hrs/week)</li> <li>• Continue to share &amp; followup</li> <li>• Elite in 60-90 days, Silver in 1 year</li> </ul>	<p>Personalized Support for Added Growth</p> <ul style="list-style-type: none"> <li>• Moderately engage in Success Habits (6-10 hrs/week)</li> <li>• Strategize weekly with Success Advocate</li> <li>• Elite in 30-60 days, Silver in 6-9 months, Diamond in 2 years</li> </ul>	<p>Focused Support for Maximum Growth</p> <ul style="list-style-type: none"> <li>• Fully dedicated to the Success Habits (10-15+ hrs/week)</li> <li>• Strategize frequently with Success Advocate</li> <li>• Elite in 30 days, Silver in 60-90 days, Diamond in 9-12 months</li> </ul>

## 4. WHY IS IT WORTH IT? How would achieving this goal change your life in these key areas?

- Financial: \_\_\_\_\_
- Health: \_\_\_\_\_
- Relationships: \_\_\_\_\_
- Life Purpose: \_\_\_\_\_

How committed are you to see this change happen and get where you want to be? \_\_\_\_\_

(On a scale of 1-10)

## 5. HOW IS THIS THE SOLUTION? Why can dōTERRA get you where you want to be?

---



---



---

"The greatest benefit isn't getting what you want. The greatest benefit is what you'll need to become in order to get what you want."

-Eric Worre

Explore the following questions to support your success:

## 1. CELEBRATE

**Congratulations on your decision to build dōTERRA** and change lives! You've just committed to becoming a powerful advocate in the wellness movement and creating an amazing income! You are part of a great team who is excited for and committed to your success. How will you celebrate your victories along this path?

---

---

---

## 2. EXPECTATIONS

Your success or your failure are up to you. You determine your destiny and whether you'll choose to take action to get you there. Success will come by creating a plan and engaging in the necessary activities that bring success. As your Success Advocate, I am here to support you. It's up to you to plug into this process. Everything you need to be successful is here for you - the team, the leadership, the mentoring, the training, and the resources. My goal as your Success Advocate is to act as a guide and to support you in becoming a successful and independent leader as soon as possible. Do you agree this is a worthy goal? Reach out for support when you need it. What's the best way for us to communicate? ☐ text ☐ phone ☐ email

How often? 

---

What else should I know to successfully work with you? 

---

---

---

## 3. DIFFICULTIES

Difficulties happen. They happen to everyone. There will come a time when you will become discouraged. I will know this has happened when you stop calling, stop enrolling, or start making excuses. When this happens (and it will—it happens to everyone), how would you like me to respond? 

---

---

---

---

## 4. DEVELOPMENT

As you progress to reach your goals, you will break through limiting beliefs, overcome personal blocks, build your character, and expand your influence. You have chosen a powerful vehicle to reach your dreams that will also be a course in personal development. One of the greatest fruits of your efforts will be your personal growth. I will let you know the top recommended resources, but your personal development is up to you. What will you do daily for your personal development? 

---

---

---

---

## COMMIT TO *success*

### YOUR SUCCESS ADVOCATE

Name \_\_\_\_\_

Phone \_\_\_\_\_

Email \_\_\_\_\_

## QUALIFY FOR SUCCESS ADVOCATE SUPPORT

**What does success look like?** Success in dōTERRA is simple when you follow the proven cycle of **live, share, build, and lead**. Engage in the Success Habits to focus on core business building activities, and qualify for scheduled support from your Success Advocate. These habits will give you the highest return on your investment.



## SUCCESS HABITS

DAILY	WEEKLY	MONTHLY
<ul style="list-style-type: none"> <li>• Use the product</li> <li>• Personal development</li> <li>• Connect or follow-up with 2+                             <ul style="list-style-type: none"> <li>- Contacts (sharing, sampling, etc.)</li> <li>- Customers (wellness consults, host support, etc.)</li> <li>- Builders (success consults, check-ins, etc.)</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Present 1+ class or 5+ one-on-ones</li> <li>• Engage in team call</li> <li>• Check-in with Success Advocate</li> <li>• Support key builders</li> <li>• Train with your <i>Rank Guide</i></li> </ul>	<ul style="list-style-type: none"> <li>• Place 125+ LRP order</li> <li>• Attend Monthly Training</li> <li>• Use <i>Rank Planner</i></li> </ul>
		ANNUALLY
		<ul style="list-style-type: none"> <li>• Attend Convention</li> <li>• Attend Leadership Retreat</li> <li>• Attend Regional Events</li> <li>• Enjoy Incentive Trip</li> </ul>

## *Success* CONSULT AGREEMENT

### Get plugged into support and receive:

- Weekly Check-ins with your Success Advocate
- Weekly group support & training from a team call
- Team Facebook Group to ask questions & be cheered on to success
- World class training with the Train-by-Rank Guides

**Successful people do what unsuccessful people are not willing to do.**

- Jeff Olson

## SUCCESS ADVOCATE

*I agree to support you as a guide and accountability partner. I will connect you to valuable resources and empower you to become independent in building. I commit to meet you where you are, to honor the path you choose, and to match your energy as you show up for yourself and your team. I will encourage healthy relationships with you and your team, remind you of your dreams and purpose, and celebrate your wins and victories with you.*

\_\_\_\_\_  
Success Advocate Signature

\_\_\_\_\_  
Date

## NEW BUILDER

*I agree to give my best, and to do the Success Habits to the best of my ability. I take responsibility to plug myself into the resources provided for me and to reach out to you at our scheduled time. In our check-ins, I will be open, release unproductive habits and take action. I trust you to guide me. I understand that if at any point I am not doing my part, we will reevaluate and set up a new agreement.*

\_\_\_\_\_  
New Builder Signature

\_\_\_\_\_  
Date

# Your FIRST 10 STEPS

☐ 1. Use the products daily to improve your health and develop your belief in the products.

☐ 2. Set up a 125+ PV LRP on or before the 15th.

- Support your health & 90 day wellness plan
- Qualify for commissions
- Receive FREE Product of the month

☐ 3. Set and write your goals. Note on your calendar.

• Earn Your dōTERRA Products—FREE:

\$/mo. \_\_\_\_\_

Rank \_\_\_\_\_

Date \_\_\_\_\_

• Supplement Your Income:

(i.e. provide more time or energy/better lifestyle)

\$/mo. \_\_\_\_\_

Rank \_\_\_\_\_

Date \_\_\_\_\_

• Replace your Income:

(i.e. quit your job)

\$/mo. \_\_\_\_\_

Rank \_\_\_\_\_

Date \_\_\_\_\_

☐ 4. Set apart time to build dōTERRA.

- How many hours a week will you dedicate to building your dōTERRA business? \_\_\_\_\_
- What days and times? Note below.
- When will you do your daily personal development? Note below.

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

☐ 5. Schedule your first three classes.

Date/Time \_\_\_\_\_

Date/Time \_\_\_\_\_

Date/Time \_\_\_\_\_

☐ 6. Get plugged in.

• Weekly check-in with Success Advocate

Day \_\_\_\_\_

Time \_\_\_\_\_

# to Call \_\_\_\_\_

• Weekly team call

Day \_\_\_\_\_

Time \_\_\_\_\_

# to Call \_\_\_\_\_

Code \_\_\_\_\_

• Team FaceBook Group \_\_\_\_\_

• Other \_\_\_\_\_

☐ 7. Make a list of 100 people to share with on your *Success Tracker* (see back). Track their progress on the *Success Path*.

☐ 8. Plan to attend a training or event: \_\_\_\_\_

☐ 9. Get equipped with the *Natural Solutions Class Kit* at [sharesuccess.com/resources](http://sharesuccess.com/resources).

☐ 10: Start Building with the *Elite Guide*.



Achieving Elite prepares you for all higher ranks by focusing on authentically sharing natural solutions with those who need them. Your efforts will be simple and duplicatable, setting you up for continued and sustainable success in dōTERRA. Buy or download the *Elite Guide* at [sharesuccess.com/resources](http://sharesuccess.com/resources).



Continue to advance with the *Train by Rank Lead Guides*. Your journey in building dōTERRA is mapped out to give you a clear path, world-class training, and the resources you'll need to experience success. Each *Rank Guide* focuses on key elements to help you achieve that specific rank, and to continue building successfully.

# SUCCESS Tracker

Take your sharing to the next level by creating your list.  
Circle stars that apply in order to direct your approach and prioritize your efforts.  
Contact those with the most stars first, and track their progress through the Success Path>

## SUCCESS PATH:

LIVE

SHARE

BUILD

LEAD

Who do you know who needs dōTERRA?

Who do you know who is open to natural solutions?

If you could choose anyone to be your business partner, who would it be?

				Name	Phone	Email	Share Oil Experience	Invite	Remind Phone/Text	Attended Class	Follow-Up/Enrolled	1st Consult/2nd Consult	Host 3 Classes or 15+ One-on-Ones	Elite	Premier	Silver
1.	★	★	★									1 2	1 2 3			
2.	★	★	★									1 2	1 2 3			
3.	★	★	★									1 2	1 2 3			★
4.	★	★	★									1 2	1 2 3			
5.	★	★	★									1 2	1 2 3			
6.	★	★	★									1 2	1 2 3			
7.	★	★	★									1 2	1 2 3			
8.	★	★	★									1 2	1 2 3			
9.	★	★	★									1 2	1 2 3			
10.	★	★	★									1 2	1 2 3			
11.	★	★	★									1 2	1 2 3			★
12.	★	★	★									1 2	1 2 3			
13.	★	★	★									1 2	1 2 3			
14.	★	★	★									1 2	1 2 3			
15.	★	★	★									1 2	1 2 3			
16.	★	★	★									1 2	1 2 3			
17.	★	★	★									1 2	1 2 3			
18.	★	★	★									1 2	1 2 3			
19.	★	★	★									1 2	1 2 3			
20.	★	★	★									1 2	1 2 3			★
21.	★	★	★									1 2	1 2 3			
22.	★	★	★									1 2	1 2 3			
23.	★	★	★									1 2	1 2 3			
24.	★	★	★									1 2	1 2 3			
25.	★	★	★									1 2	1 2 3			
26.	★	★	★									1 2	1 2 3			
27.	★	★	★									1 2	1 2 3			
28.	★	★	★									1 2	1 2 3			
29.	★	★	★									1 2	1 2 3			★
30.	★	★	★									1 2	1 2 3			

YOU'RE A DIAMOND

\*For more ideas go to [sharesuccess.com/expandyourcontacts](http://sharesuccess.com/expandyourcontacts)

SUCCESS PATH:

LIVE SHARE BUILD LEAD

Who do you know who needs dōTERRA?

Who do you know who is open to natural solutions?

If you could choose anyone to be your business partner, who would it be?

			Name	Phone	Email	Share Oil Experience	Invite	Remind Phone/Text	Attended Class	Follow-Up/Enrolled	1st Consult/2nd Consult	Host 3 Classes or 15+ One-on-Ones	Elite	Premier	Silver
31.	★	★									1 2	1 2 3			
32.	★	★									1 2	1 2 3			
33.	★	★									1 2	1 2 3			
34.	★	★									1 2	1 2 3			
35.	★	★									1 2	1 2 3			
36.	★	★									1 2	1 2 3			
37.	★	★									1 2	1 2 3			
38.	★	★									1 2	1 2 3			
39.	★	★									1 2	1 2 3			
40.	★	★									1 2	1 2 3			
41.	★	★									1 2	1 2 3			
42.	★	★									1 2	1 2 3			
43.	★	★									1 2	1 2 3			
44.	★	★									1 2	1 2 3			
45.	★	★									1 2	1 2 3			
46.	★	★									1 2	1 2 3			
47.	★	★									1 2	1 2 3			
48.	★	★									1 2	1 2 3			
49.	★	★									1 2	1 2 3			
50.	★	★									1 2	1 2 3			
51.	★	★									1 2	1 2 3			
52.	★	★									1 2	1 2 3			
53.	★	★									1 2	1 2 3			
54.	★	★									1 2	1 2 3			
55.	★	★									1 2	1 2 3			
56.	★	★									1 2	1 2 3			
57.	★	★									1 2	1 2 3			
58.	★	★									1 2	1 2 3			
59.	★	★									1 2	1 2 3			
60.	★	★									1 2	1 2 3			
61.	★	★									1 2	1 2 3			
62.	★	★									1 2	1 2 3			
63.	★	★									1 2	1 2 3			
64.	★	★									1 2	1 2 3			
65.	★	★									1 2	1 2 3			

SUCCESS PATH:

LIVE SHARE BUILD LEAD

Who do you know who needs dōTERRA?  
Who do you know who is open to natural solutions?  
If you could choose anyone to be your business partner, who would it be?

	★	★	★	Name	Phone	Email	Share Oil Experience	Invite	Remind Phone/Text	Attended Class	Follow-Up/Enrolled	1st Consult/2nd Consult	Host 3 Classes or 15+ One-on-Ones	Elite	Premier	Silver
66.	★	★	★									1 2	1 2 3			
67.	★	★	★									1 2	1 2 3			
68.	★	★	★									1 2	1 2 3			
69.	★	★	★									1 2	1 2 3			
70.	★	★	★									1 2	1 2 3			
71.	★	★	★									1 2	1 2 3			
72.	★	★	★									1 2	1 2 3			
73.	★	★	★									1 2	1 2 3			
74.	★	★	★									1 2	1 2 3			
75.	★	★	★									1 2	1 2 3			
76.	★	★	★									1 2	1 2 3			
77.	★	★	★									1 2	1 2 3			
78.	★	★	★									1 2	1 2 3			
79.	★	★	★									1 2	1 2 3			
80.	★	★	★									1 2	1 2 3			
81.	★	★	★									1 2	1 2 3			
82.	★	★	★									1 2	1 2 3			
83.	★	★	★									1 2	1 2 3			
84.	★	★	★									1 2	1 2 3			
85.	★	★	★									1 2	1 2 3			
86.	★	★	★									1 2	1 2 3			
87.	★	★	★									1 2	1 2 3			
88.	★	★	★									1 2	1 2 3			
89.	★	★	★									1 2	1 2 3			
90.	★	★	★									1 2	1 2 3			
91.	★	★	★									1 2	1 2 3			
92.	★	★	★									1 2	1 2 3			
93.	★	★	★									1 2	1 2 3			
94.	★	★	★									1 2	1 2 3			
95.	★	★	★									1 2	1 2 3			
96.	★	★	★									1 2	1 2 3			
97.	★	★	★									1 2	1 2 3			
98.	★	★	★									1 2	1 2 3			
99.	★	★	★									1 2	1 2 3			
100.	★	★	★									1 2	1 2 3			