

living
dōTERRA[®]
naturally





WHAT ARE ESSENTIAL OILS?

If you have ever enjoyed the scent of a rose, you've experienced the aromatic qualities of essential oils. These naturally occurring, volatile aromatic compounds are found in the seeds, bark, stems, roots, flowers, and other parts of plants. Essential oils provide plants with protection against predators and disease and play a role in plant pollination. In addition to their intrinsic benefits to plants and being beautifully fragrant to people, essential oils have long been used for food preparation, beauty treatment, and health-care practices.



HOW DO I USE ESSENTIAL OILS?

Essential oils are used for a very wide range of emotional and physical wellness applications. They can be used a single oil at a time or in complex blends in one of three methods:



Aromatic

Certain essential oils, when diffused, can be very stimulating, while others can be calming and soothing. Diffusing essential oils can also purify the air of unwanted odors and some airborne pathogens.



Topical

Essential oils are easily absorbed by the skin and can be safely applied topically.



Internal

Essential oils can also be used as dietary supplements supporting a variety of healthy conditions.

Essential oils are both exciting and promising when it comes to taking care of your own and your family's health. Whether you're applying essential oils topically, enjoying the aromatic benefits through diffusing, or taking essential oils internally, the positive, healthful effects of essential oils are boundless.

That's why you'll want to ensure that the essential oils you are using are capable of delivering on their promise. You'll want to make sure that you are choosing essential oils for their potency and their purity.



SOURCING ESSENTIAL OILS

Potency starts with the plant itself. The same species of plant when grown in different environments will vary in chemical composition.

When plants are grown in optimal soil, temperature, and climate, they produce a higher quality essential oil—just as nature intended.

But, that's only half of the equation. Purity plays a major role as well. Many essential oils available to purchase are not certified pure. Often, they contain fillers or other elements that dilute and alter the purity. This diminishes the healthful qualities of the oil.

dōTERRA is committed to providing the purest, most potent essential oils possible. We employ a global network of farmers who know intimately the process of growing plants for essential oils. They ensure the plant is taken care of properly and harvested at the proper stage.



CPTG Certified Pure Therapeutic Grade®

dōTERRA has also perfectly melded modern advances and testing procedures to ensure the purity and efficacy of each essential oil. Every dōTERRA essential oil is put through the highest standard of rigorous and thorough **testing**.

When an essential oil is deemed worthy to be sold as a dōTERRA essential oil, you'll know that it has the highest quantity of active, beneficial constituents and that it is free of contaminants and adulterations.

This testing protocol—**CPTG Certified Pure Therapeutic Grade®**—sets the bar for quality, purity, efficacy, and consistency.

Because, at dōTERRA, we know that the same care and attention—as well as the same commitment—to only provide the very best is not unique to us; they're the same qualities you employ when taking care of those you love the most.

healthy home SURVEY



1 Do you prefer to avoid the chemicals and synthetic scents found in standard laundry detergents? Would you use a natural alternative for removing stubborn stains and daily grime from clothing? **YES** **NO**



2 Do you have children that could be adversely affected by ingredients found in household cleaners? Would you use a natural, all-purpose cleaner that powers through grease and grime while leaving behind a refreshing scent? **YES** **NO**

3 Are you interested in keeping your skin feeling and looking healthy and young? Would you use an all-natural skin care line that incorporates powerful essential oils that target visible signs of both cellular and mechanical aging? **YES** **NO**



4 Are you seeking a solution to damaged hair or an unhealthy scalp? Would you use hair care products that combine pure botanical extracts, CPTG® essential oils, and the most advanced technological ingredients to provide unparalleled hair care benefits that optimize beautiful hair and a healthy scalp? **YES** **NO**

5 Does your diet fail to provide you with all the vitamins and minerals necessary for continued health? Would you use a supplement that is formulated with potent levels of essential nutrients and powerful metabolic factors for optimal health, energy, and longevity? **YES** **NO**



6 Do you suffer from the occasional discomfort associated with menopause and aging? Would you use a women's product line containing natural plant extracts that support hormone balance or a blend of vitamins and minerals that are essential for bone health? **YES** **NO**

7 Do you experience occasional digestive discomfort? Would you use a product that helps to support healthy organ cleansing and digestive health? **YES** **NO**



8 Do fad diets and complicated weight-loss systems prevent you from making positive lifestyle changes? Would you enjoy a product line that promotes a healthy metabolism and helps manage hunger, but is simple to use? **YES** **NO**

9 Do occasional aches and pains limit the enjoyment associated with your physically active lifestyle? Would you use a topical cream infused with a soothing blend of essential oils and formulated with natural plant extracts for targeted comfort? **YES** **NO**



10 Do difficult situations affect your attitude? Would you like to experience the calming or relaxing effect of Serenity or the energizing and refreshing aroma of Elevation? **YES** **NO**

11 Do you suffer from discomfort often associated with seasonal and environmental elements? Would you use a product designed with essential oils to protect against these elements while promoting healthy breathing? **YES** **NO**



12 Do you experience discomfort associated with occasional head and neck tension? Would you use a proprietary blend of essential oils that provide calming comfort in a convenient roll-on bottle? **YES** **NO**

13 During the winter season, do you look for ways to support and maintain a healthy immune system? Would you use a product that offers a fragrant, natural, and effective alternative for immune support through a powerful proprietary blend of essential oils? **YES** **NO**



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becoming a **WELLNESS ADVOCATE**



WHOLESALE MEMBERSHIP

dōTERRA offers product through a yearly wholesale membership. For a low membership fee of \$35.00, a Wellness Advocate will be able to purchase products at wholesale prices 25 percent below retail.



RENEWAL FEE

After becoming a Wellness Advocate, the yearly renewal fee for a wholesale membership is \$25.00. This renewal fee comes with a free bottle of Peppermint, one of the most popular oils dōTERRA offers, a retail value of \$27.33.

purchasing **PRODUCT**



When you become a Wellness Advocate, you are given a wholesale membership number and prompted to create a password. Once you have your membership number, you can purchase product online by visiting mydoterra.com or by contacting member services toll free at 800-411-8151.



STANDARD ORDER

A standard order can be placed at any time online or through member services. A standard order qualifies you for wholesale pricing at a 25 percent savings.

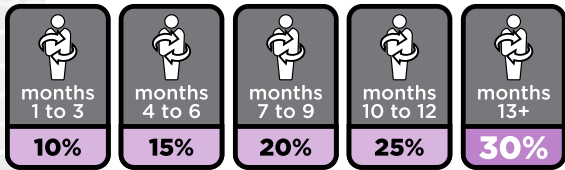
LOYALTY REWARDS PROGRAM ORDER

The smartest way to purchase product is through the

- **Loyalty Rewards Program**, which not only qualifies you for wholesale pricing, but also allows you to receive
- 10–30 percent of your total purchase in free
- product points.

A Loyalty Rewards Program order is a recurring monthly order. Order items, shipping dates, and credit card information can be adjusted up to 24 hours before the order processes. A Loyalty Rewards order can be canceled anytime by contacting member services by email at service@doterra.com or toll free by phone at 801-411-8151.

EARNING 30 PERCENT IN FREE PRODUCT POINTS



Your starting percentage is based on the kit you purchased at the time you received your wholesale membership. The percentage at which you earn product points grows over time. If your order is 50 PV or more every month, your percentage increases 5 percent every three months until you reach 30 percent.

SHIPPING REWARD PROGRAM

A Loyalty Rewards Program order placed through member services qualifies you to receive 50 percent of your shipping costs back in product points. A Loyalty Rewards Program order placed online qualifies you to receive 100 percent of your shipping costs back in **product points**.

Product points can be redeemed for dōTERRA products. Product points are available 60 days after your first order. Product points can easily be redeemed online during the ordering process simply by clicking on the “Use Points?” option.

PRODUCT OF THE MONTH CLUB

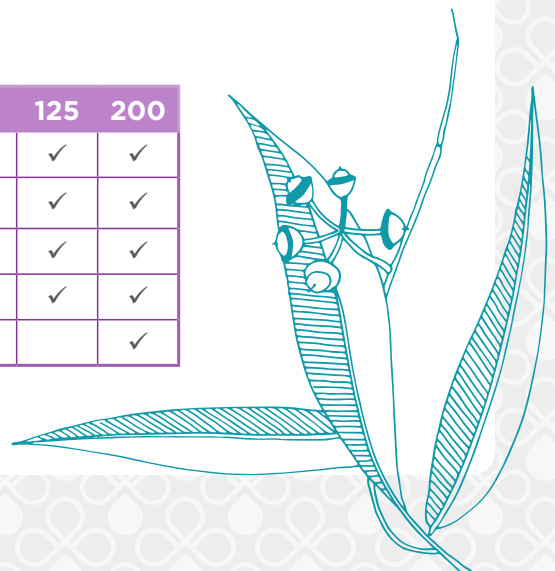
A Loyalty Rewards Program order placed between the first and the fifteenth, equal to 125 **PV** or more, qualifies a Wellness Advocate to participate in the Free Product of the Month Club. Wellness Advocates participating in this program will receive a free product with their monthly order.

Personal Volume (PV) - Each product is assigned a specific PV. In many cases, the PV is equivalent to the wholesale price of the product. The total PV for a product can be found on the order form or in the shopping cart under the column labeled PV or Volume.

PRODUCT PROMOTIONS

dōTERRA regularly offers monthly product promotions. These promotions are announced on the first of each month and are typically based on order **PV**. Setting your Loyalty Rewards for after the first allows you to adjust your order if you choose to participate in the dōTERRA promotion.

PERSONAL VOLUME (PV) MUST EXCEED	10	50	100	125	200
Maintain Loyalty Rewards Points	✓	✓	✓	✓	✓
Earn Loyalty Rewards Points and Increase Percentage		✓	✓	✓	✓
Earn Commissions			✓	✓	✓
Participate in Product of the Month Club				✓	✓
Participate in Product Promotions					✓





Once you have experienced the purity and potency of dōTERRA essential oils and essential oil wellness products, you will naturally be inclined to share your experiences and the products with others. To help you on your journey, dōTERRA has created the “Sharing dōTERRA Naturally” brochure. Use this simple guide as you share the powerful benefits of essential oils with others.



dōTERRA CORPORATE TEAM:

dōTERRA Member Services
service@doterra.com
1-800-411-8151

dōTERRA Product Support
productsupport@doterra.com

dōTERRA Promotion Support
promotions@doterra.com

In addition to our corporate staff, the individual who connected you to dōTERRA is a person you can rely on for information and support. They can also help you find additional help when needed.

As you experience the benefits of dōTERRA essential oils and wellness products, you will find beneficial information and support on the following sites.

dōTERRA CORPORATE WEBSITES:



www.mydoterra.com
Manage your account and place orders



www.doterraeveryday.com
Receive updated information on promotions, events, recognition, and training



www.doterratools.com
Access images, flyers, forms, and product information pages



www.doterrauniversity.com
Educate yourself on dōTERRA products and access business training

