

dōTERRA | CANADA

WELCOME TO

dōTERRA®

—
Unlock the potential of your
dōTERRA membership.

In this booklet:

Introducing dōTERRA

dōTERRA is more than an essential oil company. Let us tell you why.

- 4 | dōTERRA Vision
- 6 | Why dōTERRA?
- 8 | Why dōTERRA Essential Oils?

What is the dōTERRA Difference?

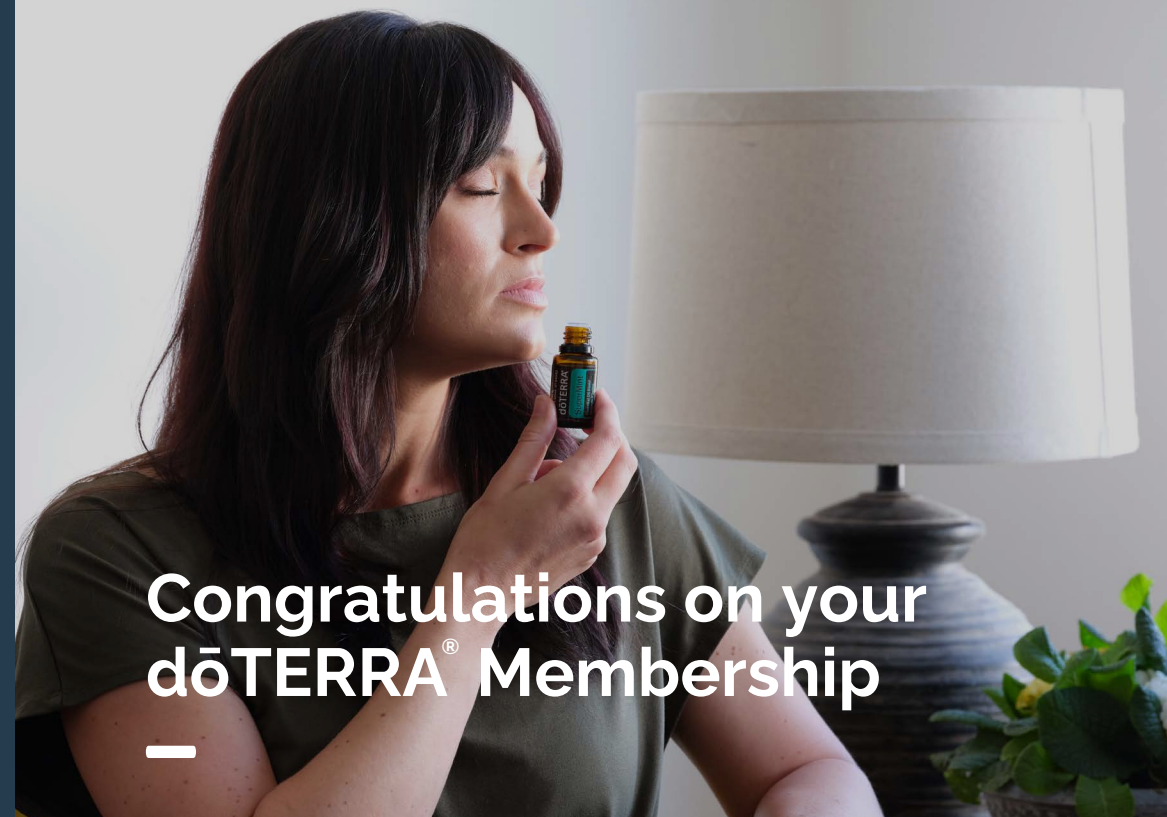
The difference we make is in the good we do. Discover our mission.

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Where to Go from Here?

You've taken the first step, but what's next? We have some suggestions.

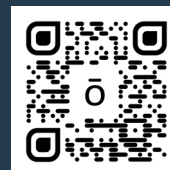
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Congratulations on your dōTERRA® Membership

We're so excited for you to begin this chapter of your wellness journey. Whether this is your first time trying essential oils or you are already familiar with their amazing benefits, let us roll out the lavender carpet and be the first to say congratulations!

Scan for a complete list of your dōTERRA member benefits!



Your membership is the best way to supply your home with essential oils, but it also means much more than that. You're now part of a global community—a family—with a common goal: to help change the world one drop at a time. Now that you're here, we can start changing lives together.

In the next few pages, we'll tell you more about ourselves. For now, we'd like to simply start by saying: **Welcome to dōTERRA.**



We help
the world *Heal*

Our Purpose

We intentionally source the gifts of the earth, enriching every life we touch

We break cycles of human suffering and poverty as our business expands

We advocate and educate to empower everyone with naturally sourced wellness solutions

We empower people and communities in their pursuit of self-reliance

We advance the science for the innovative use of essential oils

Being dōTERRA®

Our Core Values

We believe in the power of people to positively impact one another and the world. Our core values illustrate how we put that belief into action every day.

BE THE LEGACY

In all we do, we act as stewards of the planet and all its people.

BE PURE

We cultivate trust by acting with integrity, guided by pure intentions and pure love of humanity.

BE EMPOWERING

We invest in collective impact by nurturing unity and creating opportunities.

BE CURIOUS

We are always improving, constantly learning, and actively embracing growth.

BE LEADER FOCUSED

We prioritize connection with those who make the dōTERRA Vision their own.

BE CUSTOMER OBSESSED

We serve with excellence and put the needs and success of our customers first.

dōTERRA®
VISION

Why dōTERRA?

We cultivate trust by acting with integrity, guided by pure intentions and pure love of humanity.

At dōTERRA, we pledge to pursue what's pure.

At face value, this means that we pursue pure products—essential oils that are unadulterated and provide people with the greatest benefits possible. However, we also pursue **purity of purpose**.

Purity of purpose means acting with integrity, even when no one is looking. It means doing what is right, not what makes the most profit, and never cutting a corner. It means that we don't stop at sourcing better and helping more—we source the best and help the most.

Our Core Commitments

By pursuing what's pure in every aspect of our business, we commit to be more than just a company, but to leave a legacy.

- 1 People:** We are all connected by the bounties of the earth. dōTERRA strives to uplift every life that it touches: from the hands planting the seeds to you and your family.
- 2 Process:** Every step of what we do is designed to support, empower, and pave the way for others to pursue what's pure in their own lives.
- 3 Product:** The dōTERRA name on each essential oil bottle tells you the product in your hand was made through pure practices, resulting in a pure product.

Why dōTERRA Essential Oils?

We advance the science for the innovative use of essential oils.

From the beginning, dōTERRA set out to make the highest quality essential oils in the world. We also knew that to achieve the standard we envisioned, we would first have to create it.

“ The essential oil market is flooded with products that are unsafe and adulterated. But at dōTERRA, we are raising the standard of purity beyond what any other essential oil company is doing. ”

Dr. Osguthorpe
Chief Medical Officer

We are able to provide incredible quality with every bottle of dōTERRA essential oil in three ways:

Sustainability & Sourcing

Essential oils are gifts of the earth, and we harvest them with gratitude and respect. We pledge to protect the environment and positively impact all persons involved in making our essential oils.

Transparency & Trust

When no industry standard existed, dōTERRA created a new, uncompromising standard for essential oil quality: **CPTG Certified Pure Tested Grade®**.

Quality Testing

Every batch of dōTERRA essential oil goes through rigorous CPTG® testing to ensure that our products reach the highest possible level of purity.



Read the “Why dōTERRA?” story and learn what makes us more than an essential oil company.

dōTERRA cō·impact SOURCING®

We intentionally source the gifts of the earth, enriching every life we touch.

Producing the highest-quality essential oils in the world begins with sourcing the highest-quality raw materials on Earth. Pursuing what's pure requires a bit more.

Our Sourcing Promise:



To preserve the natural environments used to source our essential oils.



To give back to the communities that provide our raw resources—blessing lives on both sides of the bottle.

It means harvesting these resources with responsibility and respect toward both the natural land and the incredible people who build their lives upon it.

With human impact and sustainability as our focus, dōTERRA gives back as much as it withdraws from the earth, with interest.

We call it **Cō-Impact Sourcing®**.



Discover the incredible sourcing stories behind every dōTERRA bottle.

Measuring the Impact

dōTERRA is committed to making sure the lives of each farmer, harvester, and distiller are made better because of our partnership. We create the maximum impact by being **at the source, practicing environmental stewardship, and creating a lasting social impact.**



At the Source

We choose locations where we can access the highest quality raw resources while directly connecting with every person in the supply chain.



Stewardship

We preserve natural ecosystems and minimize the environmental footprint of producing our essential oils.



Social Impact

To improve the individual, social, and economic well-being of partners, our Cō-Impact Sourcing initiatives follow the Sourcing Guiding Principles:



Generating Jobs



Building Supplier Capacity



Fair Labor Conditions



Environmental Stewardship



Fair, On-Time Payments



Sustaining Long-Term Partnerships



Promoting Cooperatives



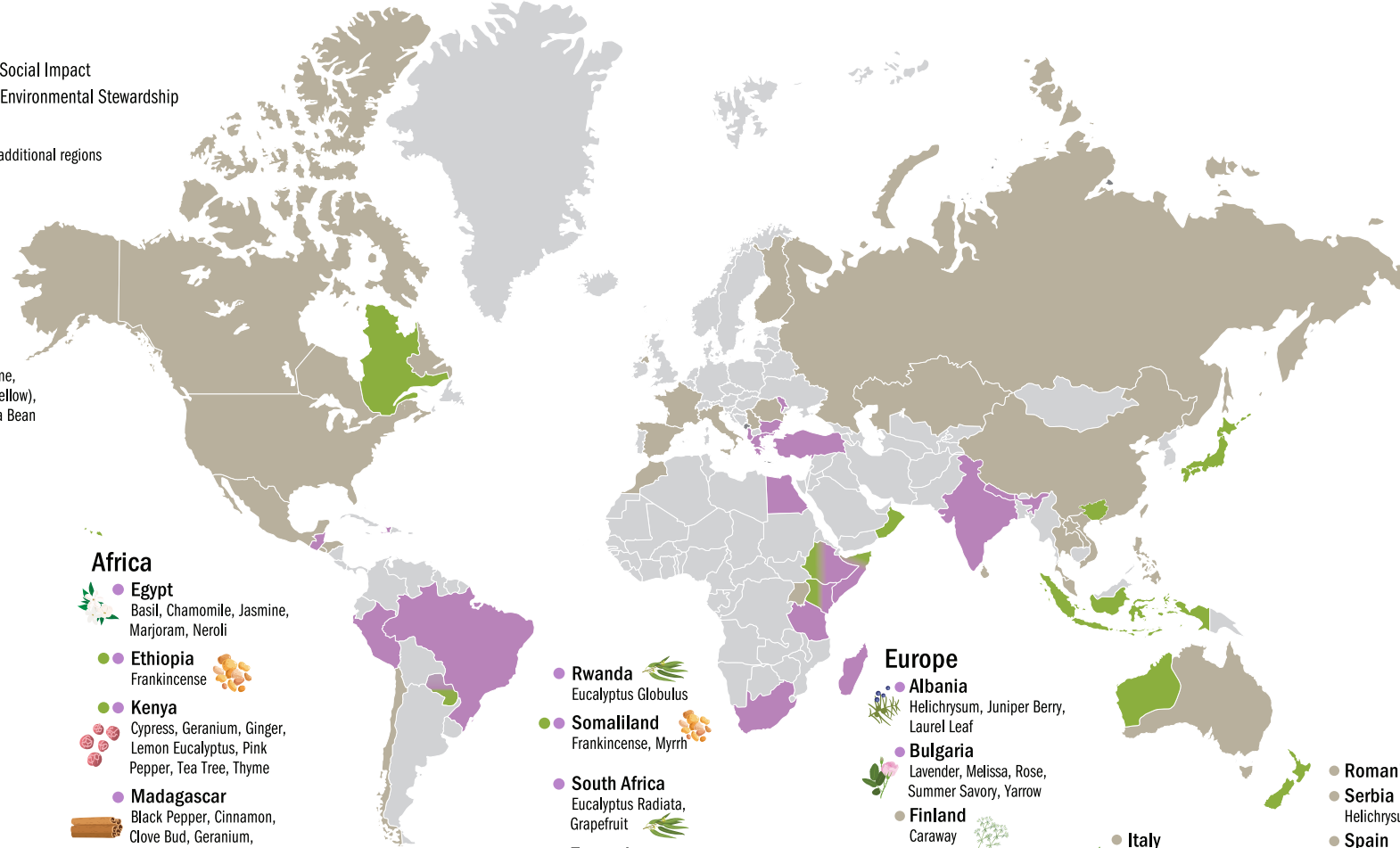
Facilitating Community Development



Country Color Codes:

- Co-Impact Sourced Oil: Social Impact
- Co-Impact Sourced Oil: Environmental Stewardship
- Sourcing Country

Oils may also be sourced from additional regions of the world as needed



Americas

- **Brazil**
Clementine, Copaiba, Lime, Mandarin (Green, Red, Yellow), Orange, Tangerine, Tonka Bean
- **Canada**
Arborvitae, Balsam Fir, Black Spruce
- **Chile**
- **El Salvador**
- **Guatemala**
Cardamom
- **Haiti**
Amyris, Vetiver
- **Honduras**
Cardamom, Ginger
- **Mexico**
Damiana
- **Paraguay**
Guaiacwood, Petitgrain
- **Peru**
Pink Pepper
- **USA**
Cedarwood, 'Iliahi (Hawaiian Sandalwood), Naio, Peppermint, Pink Grapefruit, Roman Chamomile

Africa

- **Egypt**
Basil, Chamomile, Jasmine, Marjoram, Neroli
- **Ethiopia**
Frankincense
- **Kenya**
Cypress, Geranium, Ginger, Lemon Eucalyptus, Pink Pepper, Tea Tree, Thyme
- **Madagascar**
Black Pepper, Cinnamon, Clove Bud, Geranium, Ginger, Niaouli, Ravintsara, Vanilla, Ylang Ylang
- **Morocco**
Blue Tansy, Cypress, Rosemary
- **Rwanda**
Eucalyptus Globulus
- **Somaliland**
Frankincense, Myrrh
- **South Africa**
Eucalyptus Radiata, Grapefruit
- **Tanzania**
Cinnamon, Ginger
- **Uganda**
Muyao Shea Butter

Europe

- **Albania**
Helichrysum, Juniper Berry, Laurel Leaf
- **Bulgaria**
Lavender, Melissa, Rose, Summer Savory, Yarrow
- **Finland**
Caraway
- **France**
Helichrysum (Corsica), Lavender
- **Greece**
Orange, White Grapefruit
- **Italy**
Bergamot, Green Mandarin, Lemon
- **Moldova**
Cilantro, Clary Sage, Coriander, Fennel
- **Romania**
- **Serbia**
Helichrysum
- **Spain**
Cypress, Spanish Sage, Thyme
- **Turkey**
Laurel Leaf, Oregano

Asia/Oceania

- **Australia**
Eucalyptus (kochii, lox liss, and polybractea), Sandalwood, Tea Tree
- **China**
Cassia, Litsea, Magnolia, Osmanthus, Star Anise, Sweet Gum, Wintergreen
- **India**
Bergamot Mint, Davana, Japanese Mint, Lemongrass, Peppermint, Spearmint, Tulsi, Turmeric
- **Indonesia**
Cananga, Citronella, Clove Bud, Nutmeg, Patchouli
- **Japan**
Hinoki, Yuzu
- **Kazakhstan**
- **Laos**
- **Nepal**
Himalayan Fir, Spikenard, Turmeric, Wintergreen
- **New Zealand**
Douglas Fir, Manuka
- **Oman**
Frankincense
- **Philippines**
Fractionated Coconut
- **Russia**
- **Sri Lanka**
Cinnamon
- **Thailand**
- **Vietnam**
Cassia, Ginger, Litsea, Star Anise

dōTERRA healing hands®

We break cycles of human suffering and poverty as our business expands.

Our Mission:

dōTERRA Healing Hands empowers people worldwide to be healthy, safe and self-reliant.

Collective Impact: dōTERRA Healing Hands & Cō-impact Sourcing®

The dōTERRA Healing Hands Foundation®, a U.S. charitable organization, helps support community development projects in our sourcing communities and beyond.

Projects include: Building homes, health clinics, schools, food centers, training facilities, clean water systems, disaster relief, and more.



Learn more about the dōTERRA Healing Hands mission and discover how you can help.

How to Get Involved

Our mission holds true for helping you, our members, grow into humanitarians by empowering you to support projects you care about.

We can't wait to see how you'll **#EngageInGood** with us!

Member Engagement: The Match Program



Through the Match Program, fundraise for a nonprofit project of your choice and have dōTERRA Healing Hands Foundation Canada® match your fundraising efforts up to \$10,000 USD.

Products & Donations

You can support the dōTERRA Healing Hands mission and make a lasting impact with every dōTERRA order.

100% of dollar donations and the full purchase price* of **Rose Lotion** and **dōTERRA Hope Touch** are donated to the dōTERRA Healing Hands Foundation Canada® to support projects, programs, and initiatives close to home.



**Wholesale purchase price, net of tax.*

How to Use Essential Oils

We advocate and educate to empower everyone with naturally sourced wellness solutions.

Using essential oils is simple, intuitive, and empowering. Each application method offers unique ways to experience their many properties and benefits.

A Aromatically

The sense of smell is a powerful way to enjoy the unique profiles of essential oils. Their aromas can be used to create specific environments.

- ◆ Diffuse in an essential oil diffuser
- ◆ Apply a drop to your hands and inhale

I Internally

Many essential oils can be safely ingested when added to food and drinks as flavour. Check labels to make sure an essential oil is safe for internal use first, and then try one of these methods:

- ◆ Add to a glass of water, tea, or smoothie
- ◆ Use to flavour cooking recipes

Application Methods

- A Aromatic
- T Topical
- I Internal
- H Home Care

Skin Sensitivity

- N Neat
- S Sensitive Skin
- D Dilute

T Topically

Topical application means applying essential oils directly to the skin for a targeted benefit or sensation.

- ◆ Include a drop in daily skincare
- ◆ Apply to targeted areas and rub in

TIP: Use a carrier oil to slow the evaporation of essential oils, aid in absorption, and moisturize the skin.

H Household

Many essential oils have surface cleansing properties and can be used for home care and cleaning.

- ◆ Use to clean household surfaces
- ◆ Add to household cleaners

Essential Oil Safety Tips

Like anything you bring into your home, it's important to be aware of safety guidelines when you are getting started. Here are some best practices for safe essential oil usage:

- **Labels:** Pay attention to any warnings included on essential oil packaging.
- **Areas to avoid:** Avoid putting essential oils in the nose, inner ears, eyes, or on broken skin.
- **Dilution:** To minimize skin sensitivity, dilute essential oils with a carrier oil.
- **Strong essential oils:** Always dilute "hot" essential oils (like Oregano, Cinnamon Bark, Clove Bud, ect.) before applying to the skin.

- **Sun sensitivity:** Citrus oils can pose a risk for sun sensitivity. Avoid direct sunlight or UV rays for at least 12 hours after applying to skin.
- **Safe storage:** Store essential oils out of reach of children. Keep them away from excessive light or heat.
- **Young children supervision:** Always supervise essential oil application with children. Dilute essential oils before applying them to a child's skin.

If you have specific health concerns, always consult with your doctor before using essential oils.

Your Top 10 dōTERRA® Essentials

Meet the products that put the "essential" in essential oils. These 10 core oils provide a powerful and balanced foundation for any lifestyle. When the road to wellness is in front of you, it's important to be prepared with all the right tools.

Top 5 Single Oils



1 Peppermint

A T L S

Used in aromatherapy, Peppermint can help soothe the stomach, alleviate muscle pain, and relieve coughs and colds.

NPN 80061370



2 Lemon

A T L N

A versatile home essential, Lemon cleans household surfaces, flavours water, and freshens the air with its stimulating aroma.



3 Lavender

A T L N

Used in aromatherapy, Lavender calms nerves; it also soothes skin and relaxes your environment.

NPN 80061038



4 Tea Tree

A T N

A powerhouse of topical application, Tea Tree cleanses surfaces, freshens the air, and soothes the skin.



5 Frankincense

A T N

Deserving of its title as the "King" of oils, Frankincense beautifies skin and offers a deeply peaceful aroma.

Top 5 Oils Blends



6 Deep Blue®

T S

Deep Blue creates a comforting and cooling sensation in massage while providing a truly invigorating aroma.



7 Balance®

A T N

Our signature grounding fragrance, Balance promotes an environment of calm and harmony with its peaceful aroma.



8 Easy Air®

A T S

Specially formulated to cool and invigorate, the airy, breathable aroma of Easy Air is your ideal companion for all seasons.



9 ZenGest®

A T L N

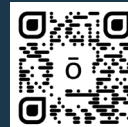
Combining the best of minty and sweet, ZenGest blend is up to the task whenever you need a soothing sip or a comforting aroma.



10 On Guard®

A T L S

At the heart of our most popular product line, On Guard creates a supportive home environment with its cleansing properties and fortifying scent.



Browse our catalog of life-enhancing products and discover dōTERRA solutions to your everyday needs.

ō | REWARDS

LIVE THE BENEFITS

Have your favourite dōTERRA products delivered to your doorstep every month and load up on extra rewards.

dōTERRA Rewards lets you live the benefits of dōTERRA every day with a customizable monthly order that keeps on giving.

Enjoy no-hassle delivery of the products you need every month and earn Rewards points on every order when you purchase through dōTERRA Rewards! The longer you participate, the more points you can earn—up to 30% on your monthly Rewards orders!*



Fully Customizable. Change your Rewards order monthly or plan up to three months in advance.



Free Shipping on Rewards orders of 100 PV or more.



Welcome Gift when your first Rewards order is 100 PV.



Earn Reward Points on Rewards orders of 50 PV or more.



Free! Product of the Month: Place your Rewards order between the 1-15 of the month and get a special product completely free!*

How it Works

1 Set Up Your Rewards Order

Add products to your cart, select your recurring shipping date, and save!

2 Change It Up

Re-order your favourites or try something new! Change or cancel at any time.

3 Redeem Points for Free Product

Live the Benefits and redeem your Rewards points for FREE products!



Live the VIP life when you reach VIP status!

- 30% Rewards points on all qualifying Rewards orders.
- Exclusive VIP gift dropped in your first VIP Rewards order.
- Early access to Limited Time Offers .

*Personal Volume (PV) requirements apply



Have questions about dōTERRA Rewards? Visit our website to learn more!



dōTERRA

Refer a Friend

Here's how it works:

Do you love dōTERRA products?

You're in luck, because dōTERRA has a program for customers just like you.



LOVE

dōTERRA has made it easier than ever to share the products you love with family and friends and earn rewards for doing so.



SHARE

When you share your personal link with friends, they enjoy their first year of membership for free (\$42 value) when they use your link to create their first order.



EARN

You receive 20% of their first order in dōTERRA dollars, which you can spend at doterra.com.

Scan this QR code to learn more!



When the pure gifts of the earth
are paired with the pure love of each
other, **we can achieve anything.**



dōTERRA[®]
pursue what's **pure**[®]



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