EUROPE 2016

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döTERRA Product Guide: Quick shopping reference for all products



#### doTERRA PRODUCT GUIDE (see pages 36-51)

## Au Naturel Never Smelled So Good.

**d**oterra



### doTERRA® Natural Deodorant

**37420001** 50 g

PRESERVING Italian Citrus Orchards: A CŌ-IMPACT STORY

"We can say that in our grower's veins doesn't flow blood but Bergamot and Lemon oil." -Cecilia



Imagine embarking on a flight to Italy—you would expect to find grand monuments from old civilizations and crowded tourist destinations. You would also expect to find the tasty flavors of a variety of foods in addition to pizza and gelato. And just maybe, when you leave the crowded cities behind, you might find the brilliant green leaves and aroma of Italian citrus trees.

Unfortunately, after facing years of economic downturn, many growers have been forced to abandon their orchards. dōTERRA's Cō-Impact Sourcing<sup>™</sup> now plays a major role in facilitating many family-run operations to reopen, continue production on their orchards, and preserve a special part of Italian culture. Through sourcing Lemon and Bergamot from the orchards of Sicily and Reggio di Calabria, dōTERRA® has been able to positively affect the Italian economy in many ways. This region is home to some of the hardiest and most enthusiastic people in Italy, and though they struggle economically at times, they have precious resources to offer the world.



## Sicilian Commitment

The people of Sicily proudly identify themselves as Siciliani and the pride they exhibit in their heritage is contagious. This pride also spreads to their work. Salvatore (Reno) and Roberto Amedeo work together in their family's fourth generation lemon business. In the face of the poor economy in Italy, Roberto's wife, Cecilia, researched American essential oil companies online to find ways to keep their business going. When she came across dōTERRA, she says she "felt something special about it." Following this feeling, she emailed Emily Wright, hoping for a response. For Emily, the email stuck out to her and she decided to reply. As they corresponded, a fast-growing friendship was born.

When she first visited Italy, Emily found a family committed to constant improvement of their essential oil quality and relationships of trust were formed. When she returned to Italy seven months later with Dr. Hill, the magnitude of how many growers and pickers would benefit through doTERRA's Co-impact Sourcing initiatives became evident. For the Amedeo family, this meant providing jobs that would not only Bergamot was originally introduced to Reggio di Calabria from the Canary Islands. Grown on the hillsides, Bergamot thrives in this ideal climate. The acidic soil and the fresh ocean air help strengthen the trees, producing a fruit perfect for capturing the therapeutic benefits of Bergamot essential oil.



stimulate a suffering economy, but also keep their country's citrus heritage alive.

Giovanni, the father and third generation citrus producer, had professional equipment installed when he was a young man, which dramatically improved production levels and still ensured a high standard of quality. Salvatore, who oversees oil production and grower relations, shares, "From 1850 to 1890 everything was done by hand. It's much easier with modern machinery to produce more essential oil without losing any quality." Roberto, the chemist of the family who oversees quality assurance, further illustrates, "It used to take my father plus 50 men a whole season to do what we are able to do now in a single day."

## A Fourth Generation Business

The Amedeo family, aside from their own orchard, also source lemons and bergamot fruits from many growers in Sicily and Calabria. Overall, the Amedeo family estimates that their production has grown around 45 percent since partnering



with dōTERRA<sup>®</sup>. Lemons are sourced from an area of about 865 acres, and bergamot from about 250 acres in Reggio di Calabria from many other family growers with the same level of passion and commitment. Alfredo, a partner lemon grower, says you can tell the quality of a Sicilian lemon just by smelling it. Passionate about his heritage, he insists, "A lemon isn't a lemon unless it is Sicilian." Alfredo took over an abandoned orchard and now has created many jobs for people in the area that otherwise would have emigrated to the northern part of the country or left Italy altogether.

In Reggio di Calabria, the "toe of the boot" of Italy, bergamot flourishes in the only place on Earth it is grown. Unique among citrus plants, bergamot produces a very sweet essential oil, although it is bitter as a fruit. Salvatore is the caretaker of a beautiful bergamot orchard. He knows every single tree when it was planted and how much fruit it bears. Salvatore started helping his father in the groves when he was young, and it quickly became his passion as he grew. He says, "I know I love this work because I do it even when it rains." Salvatore and his fellow workers harvest bergamot twice a year from March to April and then again in June. Salvatore also organizes many other bergamot growers to help not only supply the demand dōTERRA has for Bergamot, but to ensure that they have consistent work and receive a fair wage.

## Powerful Goals

The goals of each grower in Italy intertwine with the purposes of Cō-Impact Sourcing. Salvatore Amedeo's passion lies in taking care of people and creating jobs to help the economy. Roberto is passionate about quality; he analyzes each and every batch, running over 3,000 Gas Chromatograms a year. The quality of the Lemon and Bergamot essential oil is possible because of the Amedeo family's commitment to the people they work with and their careful attention to the preservation of the orchards.

dōTERRA has an exclusive partnership with the Amedeo family, ensuring quality essential oil and jobs in Italy for years to come.

## Healing Hands for Nepal

The poet John Donne said, "**No man is an island.**" It is almost impossible to live without having an impact for good or ill on the lives of others. In no time is this more true than in times of devastating natural disasters, such as the earthquake and its numerous aftershocks in Nepal in April and May of 2015. Moved by the plight of a nation already stricken by poverty, other nations all over the world have donated time, money, and manpower to help. doTERRA® became part of that overwhelming response as the opportunity arose to have an impact and improve the lives of people traumatized by this disaster.



#### First-aid

Already deeply involved in a Cō-Impact Sourcing<sup>™</sup> initiative in Nepal, dōTERRA immediately began contacting partners there to see what could be done. On April 28, 2015, the founders announced that dōTERRA would match all contributions to the dōTERRA Healing Hands Foundation<sup>™</sup> up to \$500,000 through the month of May. Meanwhile, to help with immediate needs, the dōTERRA Healing Hands Foundation released \$100,000 on May 1, 2015. These initial funds, along with additional funds from our partners on the ground, enabled thousands to receive much needed supplies. Packets with tarps, tents, blankets, and food soon arrived in some of the worst hit areas.

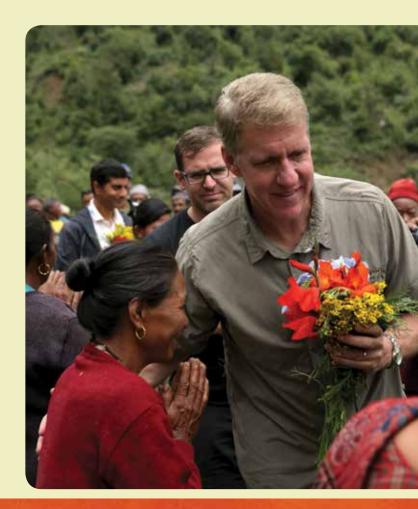
The response to the request for donations showed the overwhelming concern of people throughout the dōTERRA community. **More than \$317,000 was donated, making it possible for dōTERRA to present a combined donation of almost \$636,000**. These funds have been distributed through our partners such as CHOICE Humanitarian and others to fund targeted efforts to help the Nepalese people rebuild, especially in the districts of Lamjung and Dolakha.



### **Ongoing Needs**

Recognizing their need to keep education going, the Nepalese people most wanted help to rebuild schools that had been flattened in the quake. The people want to look forward to a brighter future, and emphasized the importance of having a school even before housing. To answer that need, temporary classrooms are held in large tents donated by the Healing Hands Foundation which have the added benefit of sheltering families at night.

Even as the country gets back on its feet, Nepal still faces challenging times. So far, rebuilding is progressing and the citizens are reestablishing a sense of normalcy while many are living in temporary conditions. The dōTERRA Healing Hands Foundation provided funding for 200 temporary homes. As schools and more earthquake-safe housing are erected, hope is returning and healing has begun.



#### HOW TO GET INVOLVED

In addition to the major corporate-led events, other charitable events that have a positive influence in numerous communities are held by Independent Product Consultants from all walks of life. Here are some ideas on how you can make a difference: **1. TEND A PLOT** - Tend a plot at your local community garden. Or, get together with your friends and start one.

**2. HELP TEACH** - Many schools, church groups, camps and more are looking for volunteers to help teach reading or art skills.

**3. BAKE** - If you're baking, double your batch and take the extra to your neighbors.

**4. ORGANIZE A FOOD DRIVE** - Organize a canned goods drive.

**5. COMMUNITY CLEAN UP** - Clean up a vacant lot or park to beautify your neighborhood.

6. VOLUNTEER LOCALLY - Volunteer at your local hospital, senior center, animal shelter, or other care facility to help those in need.



# ask Dr.Hil

DR. DAVID K. HILL, DC

Executive Vice President, Chief Medical Officer/Chairman, Scientific Advisory Committee

Q:	<b>A</b> :
Does temperature affect my oils?	Once opened, excessive or increasing heat is known to intensify the reaction rate leading to oxidation and polymerization of essential oils. Oxidation alters the chemical make-up of essential oils, converting the chemical constituents into different substances, changing the aroma, diminishing the beneficial properties, and possibly even increasing the risk for sensitivities. Essential oils are all chemically unique, so the oxidation process begins at different temperatures, occurs at varying rates, and affects each oil distinctly, but never are the effects positive. Cold temperatures, on the other hand, generally do not induce chemical changes in the oil, even at freezing temperatures. Properly storing essential oils can prolong their useful life. For best results, I recommend that all essential oils be kept away from direct sources of heat and under 26 degrees Celcius.
What information should I give to my doctor about my essential oil use?	Although essential oils have a long history of safe and effective use, it is still important to discuss use of them with your qualified health-care provider. This is especially important if you are being monitored for any health condition or taking any pharmaceutical medications. There is a wealth of knowledge available on doterratools.com and doterrauniversity.com that can help your health-care provider learn more about essential oils, but the most important thing is to maintain an open line of communication.
What is the process of creating an essential oil blend?	The process of bringing an essential oil blend from an idea to market is a long and complex one. The backbone of dōTERRA® essential oil blends is chemistry and the synergism of the chemical constituents that provide the wonderful benefits. Blends are first imagined based on meeting a precise chemical profile to address a specific concern. Since dōTERRA only works with whole oils and does not isolate chemical constituents, that initial profile is met by selecting individual oils and then deciding on the overall composition. Then tests can be conducted to ensure that the chemical constituents and their proportions are not altered by the blending process. Once the desired chemical composition has been established, other considerations such as scent can be addressed through further revision. Only after several stages of testing and revision, making sure that it meets CTPG standards, does a blend idea became a dōTERRA essential oil.
Will my body adjust to regular use of essential oils?	Regular use of natural essential oils will not result in decreased effectiveness as long as you continue to use them. Resistance is largely tied to a chemical process known as "receptor recycling," in which the cell receptors correspond with ligands (chemicals that enable interaction with the cell) that are either destroyed or reprocessed after having completed their journey away from the cell. We have no evidence that essential oil use results in the death of their cellular receptors and therefore that repeated use will result in progressively diminished benefits.

## The Doctor Recommends

dōTERRA new Emotional Aromatherapy Blends







dōTERRA Forgive™ Renewing Blend dōTERRA Console™ Comforting Blend

dōTERRA Peace™ Reassuring Blend



### **Essential Oil Spotlight**

Spearmint

### Distillation Method: Steam Sourcing Origin: India Plant Part: Whole Plant

Spearmin

Spearmint, scientifically known as *Mentha spicata*, is a perennial plant that has been used for centuries for its health-supporting properties and pleasant flavor. Aside from its refreshing and commonly recognized flavor, Spearmint has a wide range of impressive benefits. You've most likely experienced spearmint flavor in candy, toothpaste, chewing gum, or tea. Its sweet, refreshing aroma helps evoke a positive mood. When taken internally, this essential oil has an ability to ease occasional stomach upset and support overall digestive health. Compared to Peppermint, Spearmint is a gentler option to use on children and those with sensitive skin.

#### HOW TO USE

#### Aromatically

- For a boost of confidence, diffuse a few drops in the diffuser of your choice.
- Add a drop to the shower for a refreshing aroma.

#### Internally

- Add 1–2 drops to baked goods, beverages, and homemade chewing gum.
- Place 1-2 drops in a veggie cap for the occasional stomach upset.

#### Topically

- Apply to toothbrush before brushing teeth for fresh breath.
- Massage over the heart, on the soles of the feet, or on the back of the neck during times of stress and tension.
- Add to lotion or coconut oil and apply to skin for a pleasantly soothing experience.

#### **b** Other

• Add a few drops to bathwater for a relaxing and cooling bath.

#### **INTERESTING FACTS**

- In the Middle Ages, spearmint was scattered on the floor to get rid of rodents and encourage good health.
- The name "spear" mint derives from the pointed leaf tips.

### 2015 COMPETITION GRAND PRIZE WINNER



When she realized how bad her health had become, Mary knew she needed to change or she could end up leaving her kids without a mom. With this reality check, Mary began the journey to wellness and didn't look back. She has lost 23 kg\* and loves her new lifestyle.

#### The Wake-Up Call

After a period of increasing health care that wasn't working, Mary's doctor told her that there was a reason she wasn't getting better. She clarifies, "I was blaming my hormones and my medication for everything that was wrong, but my doctor told me I needed blood work because he knew I had other issues." Mary had been eating her emotional pain away for some time, but she could not admit to herself that she had a problem. Mary's wake-up call came the day she got her blood test results. She had many indicaters of long-term poor health which runs in her family, and has shortened the life of some family members. "I didn't want to be like that. I realized that how healthy you are is a choice, and being unhealthy is not the way your future has to be." With this new mindset, Mary decided to enter the Slim & Sassy Competition.

## Mary Myers

#### **Introducing a New Diet**

Mary's husband, Shane, was her rock during that time. The day she began the challenge, he went through their cupboards and threw out all the junk food they had in the house, even though she begged him not to. He then went shopping and came home with healthy food and containers for snacks to make it easier for her to start clean eating immediately. For three days, Mary wanted to give up as her body went through sugar and caffeine withdrawals. But Shane told her that she could keep going for another day-even another hour. With his encouragement, Mary did keep going, and she grew to love clean eating. Mary savs. "I never felt restricted.

I had Slim & Sassy essential oil and a TrimShake every morning and I never felt like I was starving. I wasn't on a

skinny diet; it was a health-change diet. I went from eating one vegetable a day to eating seven to nine servings of vegetables a day. Instead of snacking on candy, cereal, or chips, I would eat a handful of sweet peas, carrots, or edamame."



#### **Push to Keep Going**

Mary insists, "If you can get past the first week of exercising and the first week of eating clean, you don't want to go back." As she progressed, her motivation to keep going shifted. She says, "I started liking the way I felt, so it pushed me to keep going, even on days when I felt sore and didn't want to work out. I would look in the mirror, step on the scale, or suddenly realize I could run around with my kids, and that made the difference." Mary has done things that she could not have done before the challenge, including coaching her son's kindergarten soccer team. She says, "When you're teaching eight kindergartners how to play soccer, you don't stand on the side and tell them what to do, you have to run on the field with them. So I was running with them three days a week on top of the workouts and running I was already doing. I couldn't have done that without fueling my body properly."

For anyone out there trying to make the change to a healthier lifestyle, Mary has this advice: "Anyone can do it. It doesn't matter what level you start at. Anyone can do one day at a time, or even one hour at a time if they stay focused. **Along with exercise and clean eating, essential oils are essential to a healthy lifestyle change, because they keep your body going in the right direction.** I had used dōTERRA before on and off, but when I started using the products every single day and getting into a regimen with them, my body just felt so good."

<sup>\*</sup>Results require changes to diet and exercise. Users who do not make the changes are less likely to see results.

## How to Keep on Track

**Eat your vegetables and try new ones.** A salad is everyone's healthy go-to, but there's so much more than just salad.

**2 Drink your water.** Put in a citrus oil such as Lemon, Lime, or Grapefruit to change it up.

**Exercise even when it hurts.** Keep going because it's only going to hurt more when you quit.

**Find a buddy or someone whom you will be accountable to.** You can cheat yourself and it only hurts you, but if you cheat someone else it hurts their progress too.

**Live life to your fullest.** Give yourself what you need to do that. When you feel good and you're putting your life first, everything else falls into place. Your world seems so much happier when you take care of yourself before you help others.



#### **PRODUCTS USED**

- Slim & Sassy<sup>®</sup> Metabolic Blend (Item No. 31370001)
- Slim & Sassy TrimShake (Item No. 35200001)
- Lifelong Vitality Pack (Item No. 34210001)
- Deep Blue<sup>®</sup> Rub (Item No. 38900001)
- Peppermint (Item No. 30190001)
- Mito2Max<sup>®</sup> (Item No. 35310001)
- Lemon (Item No. 30120001)
- Lime (Item No. 30870001)
- Grapefruit (Item No. 30100001)

## Topical Use of **ESSENTIAL**

Topical application is one of the ways you can experience the benefits of dōTERRA<sup>®</sup> essential oils. This form of application is unique because it allows for localized effects in the area of the application in addition to providing whole body support. Additionally, you can use essential oils topically when you want an easy way to target specific areas on your body.

#### **DILUTION BASICS**

Dilution is a process in which essential oils are mixed with a carrier oil—a pure vegetable oil that helps "carry" the essential oil into the skin. There are many benefits to dilution, including increasing the surface area of absorption, enhancing absorption through dry skin, and preventing sensitivity responses.

dōTERRA's carrier oil of choice is Fractionated Coconut Oil due to its long shelf life and lightweight texture.

#### CLASSIFICATIONS OF OILS FOR TOPICAL USE

Neat: Oils categorized as "neat" can be applied topically without dilution because of their exceptionally mild chemistry. Frankincense, Lavender, Melaleuca, Melissa, and Sandalwood are good examples of "neat" essential oils.

Dilute: Oils in this category have potent chemistry and should be diluted with a carrier oil before topical application in every case. "Dilute" oils include Cassia, Cinnamon, Clove, Oregano, and Thyme.

Sensitive: "Sensitive" oils are those that should be diluted before use on young or sensitive skin. Bergamot, Black Pepper, Eucalyptus, Ginger, and Peppermint are examples of "sensitive" oils.

#### **APPLICATION SAFETY**

Although unusual, occasionally it is possible to have a sensitivity response to an essential oil. This occurs when there is heightened reactivity of an essential oil that may result in an unwanted response in the body or on the skin. Awareness of your body and how it reacts to different essential oils, amounts applied, and location of applications can help minimize risk and ensure safe usage.

#### **Essential Safety Tips:**

- Citrus oils contain a unique category of photosensitive compounds called furocoumarins, so it is important to avoid exposure to sunlight, sunlamps, or other sources of UV light for up to 12 hours after topical application of these oils.
- More is not always better! Essential oils are very potent, so a little goes a long way. Start with 1–2 drops and then increase the dosage as necessary.
- Dilute, dilute, dilute! Dilution in no way diminishes the efficacy of essential oils and offers many benefits that can enhance your application experience.
- Conduct a simple sensitivity test when trying a new oil by applying a small amount of essential oil to an inconspicuous area. Check the spot each hour for several hours to ensure no sensitivity has occurred.

#### Other Effective Methods of Topical Application:

- Add a few drops of oil to a warm bath
- Make a hot or cold compress by soaking a towel or cloth in water, adding essential oils, and then applying to the desired area
- Add oil to a lotion or moisturizer and then apply to the skin
- Mix with water and use as a mouth and throat rinse



#### FACE

Use essential oils as part of your regular skin care regimen to beautify the skin and promote a clear, healthy looking complexion.



#### **NECK/FOREHEAD/TEMPLES**

These areas are good to target if you have tension in the head or neck.

#### **ABDOMEN**

Application of essential oils, especially over major digestive organs, supports healthy function and can help alleviate occasional digestive discomforts.



#### ARMS/LEGS/BACK

Massage onto the arms, wrists, legs, feet, or back to soothe tired, achy muscles and joints and to promote healthy circulation.



#### ROOF OF THE MOUTH (SOFT PALETTE)/BASE OF THE SKULL

Applying oils to these areas is an excellent way to help transform your mood and balance your emotions.



#### CHEST

Rubbing oils onto the chest promotes a healthy respiratory tract and helps maintain clear breathing.

#### LIVER

Apply essential oils over the liver in conjunction with a cleanse protocol or to support healthy function of the body's cleansing organs.



#### **BOTTOMS OF FEET**

The feet have large pores that rapidly absorb essential oils, making this an ideal application site for generalized effect. Apply and massage in 2–4 drops of essential oil.



## Meaning beyond the Trademark

The term "CPTG Certified Pure Therapeutic— Grade<sup>®</sup>" sounds technical, official, and impressive; and it is. Without an accepted standard for essential oil quality, doTERRA created its own, the most stringent in the industry, to certify that there are no added fillers, synthetic ingredients, or harmful contaminants in their essential oils that would reduce their efficacy. doTERRA even goes a step further, putting all their products and the packaging through a battery of tests to ensure a long and effective shelf-life. Utilizing its own facilities, as well as trusted third-party labs, each batch of doTERRA essential oils goes through the extensive three-step CPTG® process before it is made available for sale to ensure that the product you receive is of the highest quality, every time.



#### Step 1: Chemistry



Chemistry is the foundation of pure, quality essential oils. After the aromatic compounds are distilled from the plant material, it is confirmed that each batch meets the chemical composition standards using a combination instrument known as a GC/MS, or **"Gas Chromatography/Mass Spectroscopy**," to guarantee that the chemistry of the oil matches the expected profile. The gas chromatography instrument separates the molecules in the oil based on chemistry, and the mass spectrometer identifies each group of molecules.

After GC/MS testing, the ratios between each chemical constituent are analyzed so that our essential oil experts can verify that each oil is in its most pure, natural form. Once a batch is determined to meet our chemical profile guidelines, it can then move on to the next stage of testing.

#### Step 2: Physical Testing



Following chemical testing, each batch of essential oils goes through a battery of physical tests: organoleptic assessments, Fourier Transform Infra-Red Spectroscopy (FTIR), optical rotation, specific gravity, and refractive index. In reference to essential oils, organoleptics are those attributes that can be tested through sight and smell. In this phase, our team of essential oils chemists, manufacturing engineers, and quality technicians manually assess the appearance, aroma, and color of each essential oil. Each batch is then put through FTIR testing, which uses infra-red light to analyze the material composition of an oil to determine if it meets doTERRA established standards. Optical rotation then tests for chirality, using instrumentation to twist essential oil molecules in order to identify synthetic additives that GC/MS testing would not detect. Next, the specific gravity of each batch is tested; the volume-to-weight ratio is compared to reference standards to verify oil quality and purity. Lastly, a refractometer is used to determine if the essential oils refractive index, a measurement of how light propagates through a specific substance, meets doTERRA established standards.

#### Step 3: Chemistry Testinsg



Batches that make it through the physical testing are then run through a series of contamination tests to confirm that there are no harmful contaminants. We test for potentially harmful microorganisms, heavy metals, and pesticides to certify that use is safe for your entire family when proper usage guidelines are followed. Our CPTG<sup>®</sup> quality testing process does not stop here. We continue on with a fourth step of testing to ensure these essential oils remain pure for the entire shelf life of the product.

#### Step 4: On-Going Stability Testing

The final phase of testing verifies that CPTG® oils will maintain their purity and efficacy for as long as you intend to use them. Stability testing is ongoing and involves not only examining the integrity of the essential oils, but of their packaging as well. In the first series of tests, utilizing chambers that can alter temperature and humidity, we analyze what happens to the essential oils when exposed to different atmospheric conditions in both accelerated and long-term studies for extended periods of time. This testing protocol ensures that dōTERRA CPTG® essential oils will continue to provide safe and effective benefits years after they have been manufactured.



With no official controlling entity, dōTERRA has confirmed its dedication to honesty by developing an industry-first testing protocol which verifies that each bottle's contents actually match the purity and quality claims made on the label. With dōTERRA CPTG<sup>®</sup> essential oils, you can be certain that every product is safe and effective, and will be for the entirety of its shelf-life.

Visit youtube.com/doTERRAcorp to view "CPTG® Essential Oils is Part of doTERRA's Promise to You"

## HEALTH & HAPPINESS Raising Our Family With Essential Oils

Nathan and Rebecca Bowles live in Fleet, Hampshire, England. They have three daughters who are ages 7, 5, and 3. They have been involved with dōTERRA® for two years.

## How has doTERRA helped you as a mum?

**Rebecca:** I have three beautiful girls and I feel so empowered to be able to use doTERRA essential oils to help them. I have been able to use these natural products to help support my girls with many of the lovely things children seem to get. Every time I use the oils on them, I feel so fulfilled as a mum knowing that the products help support their bodies in a gentle way.

#### How does your family feel about the dōTERRA products?

Nathan: I was very reluctant at first as I didn't have a lot of belief in the powerful properties of essential oils. A couple months after Rebecca joined, I sustained a football injury and had occasional discomfort in my ankle. She offered me some of the Deep Blue<sup>®</sup> Rub to help with the discomfort. I was very impressed and now use the oils when needed. My favourite oil is still the Deep Blue! **Rebecca:** Sophia, Sienna and Isabelle love smelling the oils and we often sit down together going through them all. Many times at breakfast, they offer up their feet for me to put some of the dōTERRA On Guard<sup>®</sup> Protective Blend on them before going to school.

My girls have recently started taking the dōTERRA a2z Chewables™ and IQ Mega®. These products seem to make a significant difference in their attention and ability to focus.

> My seven year old, Sophia, takes a sample bottle of Wild Orange to school with her and calls it her 'happy oil', so if she ever feels upset, she just smells her oil and feels better!

## What doTERRA products do you use the most?

**Rebecca:** I love to use Wild Orange and Peppermint every morning to help me get going for the day. I love the way it opens up my airways and helps to wake me up and stimulate my mind.

I drink Lemon in my water throughout the day and diffuse dōTERRA On Guard most nights in my girls' room while they are sleeping.



I daily use the Lifelong Vitality Pack and the Mito2Max<sup>®</sup>. I also use the dōTERRA Salon Essentials<sup>®</sup> Shampoo and Conditioner frequently. I love the Veráge™ Moisturizer and Immortelle Moisturizing Serum as it makes my skin really smooth and uplifts me at the same time. In addition, I use the dōTERRA toothpaste daily. I love using the natural cleaning products to help reduce the toxic load in my home.

## What is your favourite oil and how do you use it?

**Rebecca:** My absolute favourite oil is do TERRA Balance<sup>®</sup>. I use it for grounding, especially when I find my thoughts going all over the place or when I am feeing stressed. I really love the smell and the calming effect it has.

## What impact has doTERRA had on your family?

**Nathan:** dōTERRA has given us confidence that no matter where we are or the time of day, we always have these oils to turn to for both our physical and emotional needs.

## Our Oil Tips:

• Use Lime and Ginger in water for a lovely refreshing drink. In a litre bottle, I put 3 drops of Lime and one drop of Ginger. I love to put a couple of drops of Lemon into hummus and also date balls.

• When using the **Deep Blue Rub after heavy lifting or a good workout,** I apply it every twenty minutes for about 3 hours to feel the best effects. One to two drops of **Deep Blue oil** applied topically onto the abdominal area really helps with any **stomach upset.** 

• When it comes to **ear discomfort**, I have found it much more effective to put the **oil directly onto a bud of cotton wool and then insert this into the ear.** I like to use **Lavender** and **Melaleuca** but have used **Basil** too.

• To support healthy immune function, I alternate between taking one drop of Oregano in a glass of water and the doTERRA On Guard+ Softgels every two hours.

• My favourite 'pick me up' is to put one drop of Wild Orange on the palm of one hand and then one drop of **Peppermint** on the other, rub the hands together and then gently massage the back of the neck. After this, I cup my hands and close my eyes and inhale.







## HOW TO USE ESSENTIAL OILS

Using essential oils aromatically

can influence you in a myriad of ways. Traditionally, aromatic usage has been aimed at improving a person's mood. A better and more stable temperament can have countless benefits on your life, every single day. Direct inhalation of dōTERRA's Elevation or Citrus Bliss first thing in the morning can help you wake up and motivate you to take on the day's tasks. Diffuse essential oils with distinct top notes such as Eucalyptus and Basil throughout the day to keep you productive at work. A quick breath of Peppermint can give you the boost to make it through a tough workout. Diffusing Lavender or Vetiver at night, or adding a few drops to your pillow, can help you prepare for the restful sleep you require to get through the ensuing day. Using essential oils aromatically can be the boost you need to get through the normal stresses of day-to-day life.



Diffuse a few drops in the morning, throughout the day, or right before going to bed.

Place a drop in your palm, rub the

2

palms together, and inhale.



Drip 2–3 drops onto the floor of the hot shower, away from the water path, and breathe in.



Add to household surface cleaners, or to a load of laundry.

Add a couple of drops to pillows and bed linens.

**Studies show convincing evidence** that simply inhaling the aroma of an essential oil is effective for calming nervous or anxious feelings in a variety of settings.

**Fight the Afternoon Slump** 2 drops Lemongrass 4 drops Wintergreen 3 drops Wild Orange



Kick Back and Relax 3 drops Lavender 3 drops Vetiver 4 drops Cedarwood



Feel Good Blend 3 drops Bergamot 3 drops Wild Orange 1–2 drops Ylang Ylang 2 drops Spearmint



## DigestTab™

## **DigestZen® Blend + Calcium Carbonate**

DigestZen

Digestive

ential Oil Supplement

Now available in a convenient chewable tablet.



## DigestTab

#### **DigestTab**<sup>™</sup>

DigestZen® Blend + Calcium Carbonate

34380001 100 Tablets

This product is not intended to diagnose, treat, cure, or prevent desease.

## Essential Recipes from Japan\*

### About Coco

Native to Hiroshima, Japan, Satoko Kojo, also known as "Coco," rediscovered her passion for cooking when she was introduced to dōTERRA essential oils.

Self-taught and driven by her passion, Coco opened an organic raw vegan restaurant in Hiroshima. While operating her restaurant, she held cooking classes and promoted health related workshops for green smoothies and Ayurveda cooking. She also worked in the kitchen of 長春素食, a five-star vegan restaurant in Taipei, and was featured in a magazine based in Hiroshima. While there, she hosted her own radio show and two television shows about health, wellness, and nutrition. Today, Coco is living her dream in Taipei, where she continues to hold cooking classes and workshops, and provides recipes for various cafés and shops.

"I use Wild Orange to make wonderful raw desserts. I use Grapefruit for flavoring water, raw green smoothies, and desserts."



Raw Avocado Cake @

#### **Crust Ingredients:**

3-4 pitted dates
60 g shredded coconut
60-80 g almonds
½ - 1 teaspoon water
Pinch of sea salt
1 teaspoon melted extra virgin coconut oil
1 drop dōTERRA Lemon, Lime, Wild Orange, or Grapefruit essential oil

#### Directions:

1. Grind first five ingredients in food processor until it turns into a dough.

2. Add extra virgin coconut oil and essential oil, then grind into a mixture until it holds together when pressed in your hand. Press into the bottom of a mini springform pan.

tip Use a springform pan that has a bottom you can separate from the mold. Prepare two sets and use one bottom to press the crust evenly.3. Put mixture in the fridge while preparing the filling.

#### Filling Ingredients:

1 large avocado

- 4 tablespoons agave syrup or 3 tablespoons maple syrup
- 3 tablespoons water
- 1 1<sup>1</sup>/<sub>2</sub> teaspoons pure vanilla extract (optional)

1-2 drops dōTERRA Lemon, Lime, Wild Orange, or Grapefruit essential oil

5-6 tablespoons melted extra virgin coconut oil

#### Directions:

1. Blend first 5 ingredients in a blender until completely smooth and creamy. Make sure to give it enough air so it becomes very creamy.

- 2. Add coconut oil and essential oil and blend again.
- 3. Take crust out of fridge and pour in the filling.
- 4. Return to the fridge and chill until firm (about 8 hours).

Raw Marinara Sauce 🔿

#### Ingredients (A):

1 medium tomato \*Less than 1 drop Oregano essential oil \*Less than 1 drop Basil essential oil \*Mix in essential oils by using a toothpick until you reach the desired flavor.

#### Ingredients (B):

1 medium tomato 10 cherry tomatoes 1/2 - 1/4 fresh red paprika 3 cloves of garlic 1 teaspoon Himalayan Pink Salt or sea salt 4 tablespoons extra virgin olive oil 1-2 pieces dried tomatoes (not the ones marinated in oil and salt, just simply sundried) ½ teaspoon of mixture (A)

#### **Pasta Ingredients**

Zucchinis of your choice of color

#### Directions:

- 1. Prepare the pasta by using a veggie spiral slicer.
- 2. Blend (A) in a high speed blender very well. Set aside.
- 3. Blend all of (B) in a high speed blender until creamy, and add ½ teaspoon of
- (A) and blend again. 4. Pour sauce over the pasta.



## Raw Healthiest Brownie

#### Ingredients:

235 g pitted dates 470 g shredded coconut 1 teaspoon or tablespoon raw maca powder (optional) Pinch of salt 1 drop do TERRA Cinnamon Bark or Wild Orange essential oil or both

#### Directions:

1. Grind all ingredients in a high speed food processor until it turns into dough. 2. Roll between the palms of your hands into a small ball shape.

Photos: Ryuji Pepe Sekihiro

tip If you like chocolate, add 1-2 tablespoons raw cocoa powder, or as much as you like, and a drop of doTERRA Peppermint essential oil instead of Cinnamon.

## RAN Coco Bites

#### **Ingredients:**

235 g raw walnuts 3-5 pitted dates 1<sup>1</sup>/<sub>2</sub> tablespoons raw cocoa powder or to your liking 1 drop doTERRA Wild Orange essential oil <sup>1</sup>/<sub>2</sub> teaspoon pure vanilla extract 1 tablespoon cacao nibs Pinch of sea salt or Himalayan Pink Salt

#### Directions:

- 1. Soak raw walnuts in water overnight.
- 2. Rinse several times, or until water becomes clear.
- 3. Grind ingredients in high speed processor until it turns into a dough.
- 4. Shape it as you like and put in the fridge until chilled.



### Which is most important: Diet, Exercise, or Sleep?

Everyone knows that diet and exercise are key components of any healthy lifestyle. Another key pillar of health, equally important and arguably even more so, is sleep. Although the amount of sleep a person needs varies, experts recommend that adults get at least seven to eight hours of sleep every night<sup>1</sup>. Unfortunately, about 33 percent of Americans are not getting the recommend amount of sleep per night, and approximately one in five adults in the United States experience occasional sleeplessness or difficulty sleeping<sup>2</sup>. There are many factors that can negatively impact how much (and how well) a person sleeps, from family (think newborn baby), to the conveniences of modern life (like 24-hour access to technology), to varying work schedules<sup>3</sup>, quality and age of mattresses and pillows<sup>4</sup>, and don't forget consumption of alcohol, nicotine, and caffeine. This list can go on and on, and far too often

sleep is the first thing that many of us neglect in order to meet the demands of our busy schedules.

### Why Is Sleep So Important?

Sleep doesn't exist to just pass time or to keep us from working 24 hours a day. Sleep is important because it is inherently physically and mentally healing, and it allows for our bodies to not only recoup from the stress of everyday life, but also to recharge and refocus. Depriving your body of sleep

### **Tips for a Better Night's Sleep**



#### Eat Well and Maintain a Healthy Exercise Routine – Eating a healthy

diet and getting plenty of exercise keeps our weight in check, but it also helps with sleep. Eating high carbohydrate foods floods the muscles with glucose, causing involuntary muscle movements during sleep, which disrupts rest. Exercising too close to bedtime ramps up metabolism and body temperature and can make it difficult to fall asleep. If you get hungry before bed, try snacking on a hand full of nuts. Nuts provide protein and fat, which are not only satisfying, but are slowly digested, which can provide a calm sleep, and rich in magnesium, a mineral that helps to calm the nervous system.

**Maintain a Rhythm** – Try to maintain a regular sleep schedule, going to bed at the same time and waking up at the same time. Creating this rhythm helps regulate your body's internal clock and may help you sleep better. Just Say No to Alcohol, Caffeine,

Nicotine, and Electronics – All of these can make going to sleep difficult. Don't drink alcohol or caffeinated drinks too close to bedtime. Remove all electronics from the bedroom, including TVs, computers, and other electronic devices. Try to avoid bright light at least an hour before going to bed. Darkness will help your body begin producing melatonin, a hormone that naturally regulates sleep. To help keep your internal clock in balance, be sure to expose yourself to sunlight in the morning, which naturally tells your body to wake up.

4 **Keep Cool** – Make sure your bedroom is a quiet, dark, and relaxing environment, which is neither too hot, nor too cold. Your bed and pillows should be supportive, yet comfortable. If you experience shoulder, hip, or back pain in the morning, you can be sure you did not rest as well as you could have. It may be time for new bedding. **Wind Down** – Your body needs time to shift into sleep mode, so spend the last hour before bed doing a calming activity such as reading or taking a warm bath. Certain drinks, such as chamomile tea, may be relaxing and non-stimulating.

Use Calming Essential Oils -6 Essential oils like Lavender and Bergamot are rich in linalool and linaly acetate, compounds that have well-known relaxing properties. These oils can be diffused aromatically in the bedroom to create a calming and peaceful environment, perfect for getting a good night's sleep. They can also be used topically and taken internally to calm the nervous system, promote relaxation, and lead to a restful sleep. Try placing two to four drops of Lavender or Bergamot essential oil in a warm, herbal tea (Chamomile, Lemongrass, etc.), or another favorite uncaffeinated beverage about 30 minutes before going to bed, or add two to four drops of Lavender into an empty capsule and swallow about 30 minutes before bed.



Essential Oils for Sleep and Relaxation: Lavender • Vetiver • dōTERRA Serenity™ Calming Blend • Bergamot • Roman Chamomile

has been associated with many health risks and places a tremendous burden on virtually every organ system in your body. Lack of adequate sleep affects our ability to lose, or maintain, a healthy weight; influences how we feel, learn, and behave; and negatively impacts our cardiovascular health and overall wellbeing. Even more importantly, not getting enough sleep can reduce reaction time and interfere with our ability to drive<sup>3</sup>. The inability to drive

safely not only puts those in the car at risk, but also those with whom we share the road. In short, the less sleep you get, the less opportunity you give your body to heal and prepare itself for the following day, reducing overall quality of life.

### So What Can I Do About It?

Of course, life will always find a way to present obstacles that are out of

our control, from a sick child to a last minute work project to a neighbor in need. Each of these will undoubtedly affect how we sleep. However, we must focus on what we can control, and fortunately there are several tips and techniques that you can apply to help ensure you are not only getting enough sleep but also getting quality sleep.

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## ar matouch<sup>®</sup> HAND TECHNIQUE

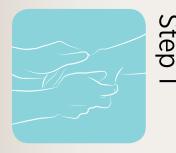
In situations where time is limited, the AromaTouch Hand Technique can be of tremendous benefit. The Hand Technique is an easy way to give an individual an essential oil experience while positively affecting different body systems.

With the Hand Technique, you can apply the specific essential oil that addresses the recipient's personal needs. This technique is a great introduction to essential oils, because it gives the recipient a one-on-one experience with both the giver and the oils.

The AromaTouch Hand Technique is a simple tool that anyone can use to give someone a great essential oil experience. You never know how much of an impact you can have on someone until you make the effort. The AromaTouch Hand Technique can be that impactful experience. We encourage you to perform this technique for a family member or friend that needs to feel cared for.

Whether you are at home or at the café, there is always time for the AromaTouch Hand Technique. >

**The AromaTouch® Hand Technique** consists of four simple steps performed on one hand and then repeated on the other. It only takes between five to seven minutes to complete the full technique. Once you have selected the oil you will use and are ready to perform the AromaTouch Hand Technique, follow these steps to give your recipient a wonderful, pleasant experience.



#### Oil Introduction and Dorsum Tissue Stretch

- Apply a light, even coating of your selected oil to the entire palm of the recipient's hand (about one to three drops).
- Grip the recipient's hand on either side using both of your hands. Make sure the dorsum (or back) of the hand is facing up and that your thumbs are on top.
- Use your thumbs to stretch the tissue of the hand moving from the inside out, and from the wrist to the base of the fingers.



#### **Regional Tissue Pull**

- Grip the recipient's hand (palm up) with one hand on either side and your thumbs on top.
- Use your thumbs to methodically work through all three regions in a circular motion away from each other, beginning in Region 1, with medium pressure.
- Make sure to work the entire surface area of each of the hand's regions.



#### **Vertical Thumb Walk**

 Use your thumbs to work through each of the hand's five zones. Beginning in Zone 1, place your thumbs at the top of the recipient's hand close to the wrist and alternately work your thumbs down the entire length of Zone 1 to the tip of the finger three times. Repeat the procedure for all five zones.



#### Interphalangeal Pull

- With the recipient's palm facing up, grip their wrist with one hand.
- Stretch the tissue located between each finger away from their hand by gripping and sliding the tissue between your thumb and forefinger.
- Repeat the pull three times between each finger before moving on.
- Repeat Steps 1—5 on the recipient's other hand.

If you have any questions about the AromaTouch Technique or Hand Technique, please email **aromatouch@doterra.com.**  Ever wonder about the journey of a drop of oil? Here is a behind the scenes look at how a tiny seed becomes a powerful essential oil.

## 1 FROM SELECTION AND HATZVESTING

A. doTERRA® carefully selects artisans whose expertise, location, and growing practices ensure the highest quality essential oil. Most of the artisans partnered with doTERRA are family owned businesses where their expertise and knowledge is passed down from generation to generation.

> In developing countries where crops for essential oils are available, dōTERRA Cō-Impact Sourcing™ initiatives empower local artisans to maintain high quality crops while empowering the growers to improve their own lives.

- **B.** Specific plant species are then chosen for their distinct profile of aromatic compounds. Potency starts with the seed. To be safe and effective, especially for internal use, essential oils must have the proper chemical profile and be free of any impurities and adulterations.
- C. To ensure the most powerful potency, the plant must be harvested in the right way at the right time. Depending on the essential oil, that could be the seed, stem, leaf, flower, root, or rind. In addition, the region in which the plant is grown has a major impact on its constitution, which in turn determines its potency.

#### The potency and quality of essential oils are determined by:

- Growing season Soil
- Elevation
- Climate
- Moisture
- Terrain

- pH factor

### 2 ... TO DISTILLATION ...

There are various ways to distill an essential oil in order to get the best quality. Most oils undergo steam distillation, but citrus oils are cold pressed.

#### Steam Distillation

- 1.Steam is forced under pressure (this is a variable) through the plant material which causes the volatiles to be released
- 2.The volatiles re-condense
- 3. As the volatiles condense, the water and essential oil separate and the oil is collected

#### Cold Press Expression

- 1. Citrus fruits are placed in a cold press
- 2. The fruit is cleaned by rotating brushes
- 3. The fruit enters the oil collection portion of the machine where rasping cylinders abrade the rind
- 4. The essential oil is collected by water sprays
- 5. The water and oil mixture is filtered to remove solid particles
- 6. The water and oil mixture is then centrifuged to recover only the essential oil

### 3 ... ON TO TESTING

Our CPTG Certified Pure Therapeutic Grade<sup>®</sup> quality standard requires precise care and effort to protect what nature has created so beautifully. The rigorous testing to ensure purity and potency includes the following:

- Organoleptic Testing
- Microbial Testing
- Gas Chromatography and Mass Spectrometry Analysis
- Fourier Transform Infrared
   Spectroscopy
- Chirality Testing
- Isotopic Analysis
- Heavy Metal Testing
- Optical Rotation
- Specific Gravity
- Refractive Index

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### 4 BOTTLING FACILITY

A second round of testing is carried out at our production facility after it has been received and placed into quarantine to ensure that what was distilled and tested is the same essential oil as was received. A third review of the chemistry of the oil is conducted in a three-phase procedure as the oils are bottled, labeled, and packaged.

## 5 TO YOUTZ HOME

And is then ready to be ordered and delivered to your home.



Doing laundry may not always be the most exciting way to spend your time, but it is a task everyone has to face on a weekly or perhaps even daily basis. You can enhance your laundry routine with the cleansing power of essential oils along with a few handy tips.

- 1. Delicates, sweaters, and cotton T-shirts should be turned inside out to prevent pilling. Dark, fadeprone clothes should also be turned inside out as abrasion from rubbing against other clothes can cause fibers to fray, making clothes look faded.
- 2. When drying pillows, add a tennis ball or two to the dryer to prevent matting.
- 3. Add 125 mL of white vinegar and 4–6 drops of Melaleuca essential oil to the wash cycle to naturally brighten your whites.
- 4. Install labeled baskets for family members to pick up their laundry.
- 5. Utilize the narrow space between the washer and dryer to store a rolling storage cart or a laundry sorting bin.
- 6. Place stuffed animals in a laundry bag and wash on a gentle/delicate cycle. After washing, remove from the bag and hang dry.
- 7. Before putting socks in the washing machine, attach pairs together using a lingerie bag, safety pins, or sock clip. When you fold laundry, place any unmatchable socks into a "missing sock drawer" or create a lost sock board.
- 8. Throw a dry towel into your dryer with your wet laundry to save time and energy.

#### DIY BLEACH FOR CLEANING

(makes 1 liter)

#### INGREDIENTS

- -250 mL hydrogen peroxide (3 percent solution)
- -2 tablespoons lemon juice OR ½ teaspoon citric acid
   -250 mL water
- -10 drops Lemon essential oil

#### INSTRUCTIONS

Store in dark or covered bottles, as exposure to light will weaken the solution. Lasts up to 1 month in a clear bottle, 2–3 months in a dark bottle.

#### DIY FABRIC SOFTENER

#### INGREDIENTS

- -2 kg bag of unscented bath salt
- -40 drops Lavender essential oil
- -30 drops Melaleuca essential oil
- -20 drops Lemon essential oil

#### INSTRUCTIONS

Pour bath salt into a large glass or stainless steel bowl. Add essential oils and stir well to combine. Store in a glass jar. Use 125 g for medium to large loads in the wash cycle at any temperature and 65 g for small loads.



#### UPCYCLE AND REUSE

Use empty Slim & Sassy<sup>®</sup> TrimShake containers to store powdered laundry detergent, clothespins, or homemade dryer balls (visit doterrablog.com for a tutorial).

Use empty 10 mL roll-on bottles for stain spot treatment.

Put your loose pocket change into empty LLV bottles.

Add a couple drops of Lemon, Melaleuca, or Purify essential oil to a used dryer sheet for cleaning baseboards.



#### ESSENTIAL OILS IN LAUNDRY ROUTINE

-Natural, safe, and effective solutions

Add 4 drops of Lemon to a water bottle to pretreat some stains.

Use the dōTERRA On Guard<sup>®</sup> Laundry Detergent to add the benefits of dōTERRA On Guard to every load.

Add 2 drops of your favorite essential oil to the rinse cycle for lasting benefits:

- Add Citrus Bliss<sup>®</sup> to your towels for an uplifting scent after each shower.
- Add Wild Orange to your workout clothes for an energizing scent during your next workout.
- Add Purify to your dish towels for added purifying benefits.
- Add Melaleuca for its cleansing properties.

Add 2-4 drops of Lavender to unscented dryer sheets or a clean washcloth to further infuse a fresh scent into your laundry.

Add a drop of your favorite oil to a damp cloth and place on top of clothing when ironing.



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Imagine you had a magnifying glass strong enough to see down to the molecular level. Take that magnifying glass and peek into a drop of essential oil.

What you'd find is an astonishing array of natural plant chemicals carefully honed by millennia of evolution, meticulously sourced and harvested to preserve the unique bouquet, and painstakingly extracted to capture the true ratios of physiologically active components. What you'd see in that drop of essential oil is one of nature's finest creations.

## WHAT MAKES ESSENTIAL OIIS UNIQUE?

#### What are essential oils?

Like humans, plants need to communicate with their neighbors. They need to ward off pests, fight off invaders, attract the right helpers, and heal after injury. Many of the chemicals they use in these processes are what we know as essential oils.

The variety of essential oil compounds is staggering: monoterpenes, diterpenes, sesquiterpenes, esters, alcohols, and terpenoids, to name a few. It's likely that some essential oils will contain compounds we've never seen before—only a fraction of plant species have been evaluated for their health benefits.

Essential oils are useful in many ways, but their true distinctiveness lies in several characteristics: volatility, synergy, and adaptability.

#### Volatility

Essential oils are unique and elegantly functional, because they contain a mixture of highly volatile components. This is one of the stationary plant's best tools. How could a peppermint plant communicate with its neighbors? Can't pull up roots, so send over a volatile molecule. How could the peppermint plant tell a hungry bug to stay away from its leaves or roots? Secrete volatile molecules and allow them to surround the plant like an invisible shield.

Historically, humans have harnessed this chemical volatility for wellness purposes. Science is just now beginning to understand the physiological processes at work when an essential oil is inhaled.

This product is not intended to diagnose, treat, cure, or prevent desease.

Take Lavender, for example. Multiple studies show that Lavender essential oil offers far more than just a pleasant smell. Inhaled Lavender oil has been shown to directly affect the brain's serotonin system,<sup>1</sup> upregulate antioxidant enzymes,<sup>2</sup> and maintain open airways.<sup>3</sup> All those volatile chemicals can enter our nasal passages and begin to interact with our physiology almost instantaneously. It's one of the ways essential oils are so powerful.

#### Synergy

Another key to essential oil chemistry lies in the delicate balance of components. A drop of essential oil is like a snapshot of the plant's unique makeup and environment. All of the chemicals in the essential oil (hundreds of chemicals, in some cases) play some role in the plant's physiology. And all of those components make a complete oil that's unique, like a fingerprint—and that's far more than the sum of its parts.

We don't fully understand the synergy of essential oils. We know that in many cases, an oil contains a handful of main active components—players like pinene, eugenol, limonene, linalool, and carvacrol—and a whole host of "trace" components. Sometimes these are precursors or reaction products of the main players. Sometimes these are just individual chemicals thrown into the mix—a little of this, a dash of that, all contributing to an amazing final product.

The interesting thing is that multiple studies have illustrated the synergy of essential oil components. One recent study, for example, took seven essential oils and tested their antioxidant properties, comparing those results against the same tests run with the single most abundant component in each oil. The study found that an oil's antioxidant capability can't always be traced to one main component. Often, it's the supporting "trace" chemicals that modulate and interact with each other in ways we don't yet realize.

#### Adaptability

Humans evolved with plants. Our physical makeup is based on the same organic molecules. We're subject to similar environmental stressors and threats. It's therefore no surprise that the chemicals developed by plants for protection and environmental adaptation are powerful agents within the human body, too.

Unlike chemicals manufactured in a lab, essential oils change. They adapt. They morph into whatever chemical cocktail will best support the plant's survival. It is this adaptability that has caught the interest of scientists and medical professionals. Could natural, plant-based options be better for our wellness than static chemicals that have lost their effectiveness? Ongoing research will answer that question. A plant fights hard for survival; we benefit from that ever-changing fight.

A single drop. That's the unit by which we measure essential oils and talk about their chemical components. It's also the current extent of our scientific knowledge—a single drop in a vast ocean of possibilities waiting to be explored. We'll glean that information about just how unique and powerful essential oils are one research study after another. One drop at a time.



#### Nicole Stevens, MsC

Nicole Stevens is an essential oil enthusiast with a professional desire to increase the credibility and scientific understanding behind natural products. She has been researching the various properties of

essential oils for much of her career. Nicole earned her undergraduate and Master's degrees at Brigham Young University. She also worked at the UNLV Cancer Research Center and completed a project looking at the possibility of using essential oils in a process called photodynamic therapy.

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**Distillation Method: Steam** Sourcing Origin: New Zealand Plant Part: Branch/Leaf

Douglas Fir

dőterra

Douglas Fir

From Christmas trees to telephone poles to a refreshing essential oil, Douglas Fir has a wide variety of uses and benefits. This bristly conifer tree is filled with revitalizing compounds that can purify the skin and help maintain a sense of focus. When used aromatically or topically, its fresh green aroma reflects the tranquility of its native New Zealand forests, creating calm feelings and encouraging an uplifted mood. The unique chemical composition of Douglas Fir essential oil can also promote feelings of open airways and easy breathing.

#### Fun Fact:

The Douglas Fir tree was named after the famous Scottish botanist, David Douglas. However, the tree's scientific name, Pseudotsuga menxiesii, was named after a rival botanist, Archibald Menzies.



#### Aromatic

- Directly inhale or diffuse alone or with other essential oils to freshen the air. uplift mood. and promote a sense of focus.
- Diffuse 2-3 drops Douglas Fir with 2-3 drops Eucalyptus, or rub into hands and inhale deeply to promote feelings of clear airways and easy breathing.

#### **Topical**

- Add 1 drop to facial cleanser, bar soap, or body wash for added cleansing benefits and an invigorating aroma.
- Combine with 1-2 drops of Wintergreen for a relaxing massage experience.

## IDEA NOTEBOOK



#### Homemade Ginger Ale

#### Ingredients

- 350 mL of sparkling or carbonated water
- Squeeze of lemon
- 2 tablespoons honey, agave, or maple syrup (add more for sweeter taste)
- 1-2 drops Ginger essential oil



#### UPCYCLING TIP

#### Paint Clean-Up Tip

**Directions:** 

add ice, and enjoy!

For oil based paint: Soak your paint brush in a jar with doTERRA Fractionated Coconut Oil and several drops of Lemon essential oil.

• Combine and mix all ingredients,

For water-based paint: Soak your paint brushes in warm water mixed with Lemon essential oil. You can also remove paint stains from your skin by rubbing with a few drops of Lemon on a cotton ball or a rag.

#### IN-HOME SPA TIP

#### **Spearmint Foot Soak**

10 drops Spearmint essential oil5 drops Ylang Ylang essential oil

#### What you need

- 2.5 L hot water
- 80 g bath salt

#### Directions:

- 1. Stir essential oils and bath salt into hot water.
- 2. Soak feet for about 30 minutes.



#### Get Up and Go Diffuser Blend

1 drop **Elevation essential oil** 2 drops **Lime essential oil** 2 drops **Motivate essential oil**  Diffuse in the diffuser of your choice for an uplifting aromatic experience.



Share your tip!

email living@doterra.com with your favorite essential oil recipe, idea, or time saver.



## INNOVATIVE WAY TO INFLUENCE EMOTIONS

Scientists and psychologists have spent centuries trying to understand the phenomena we refer to as emotions. Although science can not yet definitively explain the exact mechanisms, we do know that emotions have vast influence on well-being. Employing the most current research and the purest essential oils, the new dōTERRA Emotional Aromatherapy blends are unique volatile aromatic compounds that address the emotions that so greatly influence your health.

Although the term was not coined until the 20th century, aromatherapy has been used to influence emotions for thousands of years. How essential oils influence emotions through their aroma is a fascinatingly complex process. While much is known about aromatherapy, we are just beginning to understand the connection between scent and emotions. It wasn't until the early 1990s, with a Nobel prize winning study by Linda Buck and Richard Axel, that biologists began to understand the chemical sensors responsible for the remarkable effects of scent. Recently, olfactory sensors were discovered to be present not only in our nose, but also in

our skin, a discovery that has a multitude of implications for the future of aromatherapy research and essential oil use (Busse, et al.). Scent is an amazingly powerful tool that we can use to influence our lives in a multitude of ways.

#### **Experience for yourself**

The foundation of all CPTG Certified Pure Therapeutic Grade<sup>®</sup> essential oils is chemistry. Chemical constituents and their concentrations determine the benefits and aroma of these gifts of the Earth. Use of the Emotional Aromatherapy blends is predicated on their unique chemical profiles. Included in the kit is an instructional diagram that breaks down categories of essential oils to help guide use based on the chemistry and composition of each blend. The diagram is broken up into six different categories: mints, citrus, spices, herbs and grasses, trees, and florals. Each category is known to have broad constituent profiles that elicit specific emotional responses. Combining them in precise ratios creates an entirely new spectrum of benefits.

The triggers and responses are uniquely individual, but the one constant is that

we all have emotions. For one person, the sweet smell of Cheer may be uplifting by reminding them of a childhood playing in the citrus groves; for another it may prompt feelings of distress due to a totally different experience. The beauty of the Emotional Aromatherapy Kit is that the uses for the new blends are limitless and best results will come from experimenting with them on your own. While we know, based on chemistry and aromatherapy research, that the blends tend to stimulate specific emotional responses, how they will benefit you is highly individual. The Emotional Aromatherapy diagram should be used as a guide for initial use, but experiment to discover their true value for you.

The dōTERRA Emotional Aromatherapy System is an innovative way to become familiar with the benefits of aromatherapy and help balance your moods, promoting overall well-being. Experience it for yourself.

#### References

Busse D, et al. Journal of Investigative Dermatology.2014;134(11):2823-2832.



#### The doTERRA Emotional Aromatherapy System includes six unique blends

**Motivate Encouraging Blend** is a wonderful combination of several citrus and mint essential oils, including Yuzu, Clementine, and Peppermint. The resulting chemical profile is high in monoterpenes and monoterpene alcohols, which are known for their uplifting and toning properties.

Forgive Renewing Blend mixes familiar tree and herb essential oils to create a diverse chemical profile with high concentrations of monoterpene esters and alcohols. Pure Thyme essential oil along with several tree oils produces a blend with renewing and toning properties. **Cheer Uplifting Blend** is an invigorating mixture of citrus and spice essential oils. Featuring Wild Orange, Cinnamon Bark, and Star Anise essential oils, the resulting chemical profile is rich in monoterpene and aldehydes, renowned for their uplifting and warming properties.

**Console Comforting Blend** combines floral and tree essential oils. The combination of Rose absolute, Ylang Ylang, Frankincense, Sandalwood, and several other highly valued tree and flower essential oils creates a blend rich in both monoterpenes and sesquiterpene alcohols. The final product mirrors its chemical component composition, being highly grounding and renewing. Passion Inspiring Blend balances spice and herbal essential oils. Combining Cinnamon Bark, Ginger, Cardamom, Clove, and Damiana creates a chemical profile with high concentrations of phenols and ethers to provide warming and renewing benefits.

**Peace Reassuring Blend** is a fusion of floral and mint essential oils. The amalgamation of popular essential oils such as Lavender and Spearmint, along with the essence of some lesser-known plants such as Labdanum creates a chemical profile rich in monoterpene esters and alcohols for a renewing and toning experience.

#### **PRODUCT GUIDE**

## ESSENTIAL OIL SINGLES

The dōTERRA® collection of single essential oils represents the finest aromatic extracts available in the world today. Each oil provides the living essence of its botanical source, gently distilled from plants that are nurtured and carefully harvested throughout the world. Each oil is natural and passes strict standards of purity and potency. A beautiful palette of botanical energies, they can be used individually or blended for personalized essential oil therapies.



APPLICATION METHODS 🔕 Can be used aromatically 🕕 Can be use topically 🕕 Can be used internally

SKIN SENSITIVITY 🔃 Can be used topically with no dilution (NEAT) 💿 Dilute for young or sensitive skin (SENSITIVE) 🖸 Dilute before using topically (DILUTE)



### PROPRIETARY ESSENTIAL OIL BLENDS

dōTERRA's essential oil blends are proprietary formulas for targeted wellness applications. They represent the converging wisdom of many years of essential oil experience and validation of a growing body of research and scientific study. Harnessing the inherent living energies of plants, each formula is synergistically balanced to enhance product potency and benefits and contains only CPTG Certified Pure Therapeutic Grade<sup>®</sup> essential oils.





### ESSENTIAL USAGE

### **TOPICAL USE**



### FRACTIONATED COCONUT OIL

Ideal for combining with essential oils for topical use.

- Feather-light emollient provides a soothing barrier without clogging pores
- Completely soluble with all essential oils; odorless, colorless, and non-staining

### 31640001 115 mL

### HAND AND BODY LOTION

Enjoy the benefits of adding your favorite essential oils as you discover silky, smooth skin with this hydrating lotion.

• Fragrance-free, light-weight lotion—perfect for hydrating the skin

**INTERNAL USE** 

dairy, and animal products

34100001 160 HPMC capsules

interfere with digestion

Customize your essential oil supplement regimen with

· Free of preservatives, gelatin, wheat, sugar, starch,

vegetarian capsules that absorb quickly and easily.

Made of inert vegetable ingredients that do not

**VEGGIE CAPS** 

36100001 200 mL tube



### CORRECT-X® ESSENTIAL OIL OINTMENT

Correct-X is an all-natural topical ointment using powerful CPTG<sup>®</sup> essential oils that assists with various skin conditions.

- Petroleum free
- Includes plant-based ingredients that protect skin from water and dirt
- Safe and easy to use
- Utilizes CPTG essential oils of Frankincense, Helichrysum, Melaleuca, Cedarwood, and Lavender

60110001 15 mL

### **AROMATIC USE**

### LOTUS DIFFUSER

Modern and elegant, the Lotus Diffuser quickly releases the benefits of dōTERRA essential oils into the air.

- Features three settings— 1, 2, and 3 hours
- Covers up to 30
   square meters
- Provides a decorative piece to any home or office

33160005 EU Plug 33160015 UK/Ireland Plug



### dōTERRA CLOUD™ DIFFUSER <u>New</u>

dōTERRA Cloud<sup>™</sup> is a waterless diffuser that contains state-of-the-art, patent-pending technology that provides substantial mist diffusion with minimal noise output.

- Optional LED white light
- Three customized settings for mist output, run time, and pause time
- Covers 55 square meters
- 33300005 EU Plug

33300015 UK/Ireland Plug
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### OIL HOLDER NOZZLE 2-PACK

33330000 2 oil holder nozzles

# BOTTIMA

### PETAL DIFFUSER

The dōTERRA® Petal Diffuser is a small, user-friendly diffuser that delivers a variety of benefits. It has a relaxing mist and soft white ambient light, and can cover up to 30 square meters. This convenient diffuser is stable, light, and easy to use.

- 1, 2, and 4 hour diffuser settings
- Optional LED light
- Ultra-fine mist reaches up to 30 square meters
   **33150005** EU Plug
- 33150015 UK/Ireland Plug

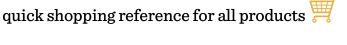


### ZENBOW DIFFUSER

The Zenbow benefits from colour-changing mood lighting, which moves through a rainbow of colours while emitting a cool, scented and relaxing mist for up to 4 hours. You can also freeze the setting to a favourite colour or turn off the light. It comes with a 1-year manufacturer's warranty.

- Changes colour
- Runs for up to 4 hours
- Can set to one colour or turn off light completely
- 33110005 EU Plug

33110015	UK/Ireland Plug
55110015	



### doTERRA ON GUARD® PRODUCTS

### doterra on guard

FOAMING HAND WASH

Keep your hands clean and protected with the power of doTERRA On Guard essential oil blend.

- Conveniently packaged in a 473 mL bottle that fills 237 mL foaming dispensers
- · Formulated with the unique doTERRA On Guard Protective Blend
- Non-toxic and environmentally safe

#### **ON GUARD®** FOAMING HAND WASH WITH 2 DISPENSERS

38070005 473 mL Hand Wash, 2 dispensers

SINGLE REFILL

38010001 473 mL Hand Wash

TWIN PACK REFILL

38020005 two 473 mL Hand Wash

#### dōTERRA ON GUARD<sup>®</sup> top seller PROTECTIVE BLEND

### ATUS

With its unique aroma, doTERRA On Guard offers a fragrant, natural, and effective alternative to synthetic options for immune support.

31100001 15 mL bottle

### doTERRA ON GUARD® NATURAL WHITENING TOOTHPASTE

Clean teeth with the added benefit of doTERRA On Guard Protective Blend.

- · Fluoride-free formulation helps reduce plaque while whitening teeth
- Unique cinnamon-mint flavor mixed with xylitol for fresh and clean breath and toothbrush
- Boasts the benefits of doTERRA On Guard essential oil blend

38910001 113 g

### doterra on guard® PROTECTING THROAT DROPS

Keep your winter season healthy with the convenience of these immune-supporting throat drops.<sup>4</sup>

- · Helps calm and soothe occasional dry, scratchy throats
- Features the immune-supporting properties of doTERRA On Guard Protective Blend
- Formulated with all-natural organic cane juice and brown rice syrup

34050001 30 drops

### dōTERRA ON GUARD® LAUNDRY DETERGENT

doTERRA On Guard Laundry Detergent is a naturally based, highly concentrated 6X laundry detergent that utilizes the power of doTERRA On Guard Protective Blend and bio-originated enzymes for amazingly clean clothes.

- Contains 10 mL of dōTERRA On Guard Protective Blend for an added cleaning boost
- · Safe for the environment and the whole family
- 64 loads in each bottle

38980001 947 mL

#### dōTERRA ON GUARD® BEADLETS

doTERRA On Guard Beadlets provide an easy and convenient way to obtain the unique benefits of doTERRA On Guard Protective Blend

- Supports healthy immune function\*
- Provides a convenient consumption method for doTERRA On Guard Protective Blend



### doTERRA ON GUARD® CLEANER CONCENTRATE

The ideal natural cleaner, dōTERRA On Guard Concentrate is fortified with doTERRA On Guard Protective Blend.

- · Features a non-toxic, biodegradable formula safe for the entire family
- Combines plant-based derivatives with the powerful doTERRA On Guard Protective Blend

38140001 355 mL



### dōTERRA ON GUARD+ SOFTGELS

doTERRA On Guard+ Softgels combine the proprietary blend of doTERRA On Guard® essential oil with Black Pepper, Oregano, and Melissa essential oils for additional immune support.\* doTERRA On Guard+ is a great way to strengthen and maintain healthy immune function when seasonal threats are high or to protect against elements that can weaken the immune system.\*

- · Helps support and maintain a healthy immune system\*
- Protects the body against seasonal threats\*
- Supports healthy circulation and respiratory function\*

35420001 60 vegetarian softgels



#### doterra on guard® WHITENING TOOTHPASTE SAMPLES The amazing benefits of doTERRA On Guard

Whitening Toothpaste need to be shared and this convenient packaging provides the opportunity to share it with 10 of your closest friends.

- Pack of 10 in a convenient envelope
- Same formula as the full-sized tube
- · Easy to share and convenient to take on-the-go

**39000001** 10 samples, 2 g each



### quick shopping reference for all products 🗮

### **SKIN CARE**



### HD CLEAR<sup>®</sup> TOPICAL BLEND

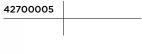
Used as a spot treatment or an over-all application, HD Clear Topical Blend promotes a clean and healthy complexion with essential oils renowned for their skin-benefiting properties.

- Features a unique blend of black cumin seed oil as well as CPTG<sup>®</sup> essential oils of Ho Wood,
- Melaleuca, Eucalyptus, Geranium, and Litsea
- Helps balance complexion
- Promotes clear-looking skin by targeting the site of blemishes

49400001 10 mL roll-on

### HD CLEAR® KIT

This kit contains HD Clear Foaming Face Wash, Topical Blend, and Facial Lotion for a beautifully balanced complexion.



#### HD CLEAR<sup>®</sup> FACIAL LOTION

Enjoy a beautiful, smooth complexion with HD Clear Facial Lotion. This lotion contains natural emollients to promote healthy levels of moisture in the skin for a balanced complexion as well as CPTG essential oils combined with botanical extracts known to assist in achieving blemish-free skin.

- Features a unique blend of black cumin seed oil as well as CPTG essential oils of Ho Wood, Melaleuca, Eucalyptus, Geranium, and Litsea
- All natural ingredients help target blemishes for clear and clean skin
- Absorbs quickly leaving skin feeling soft and smooth

49410001 50 mL

### HD CLEAR® FOAMING FACE WASH

Discover the perfect solution for problem skin of all ages with the doTERRA® HD Clear Foaming Face Wash.

- Designed to thoroughly cleanse without stripping away natural moisture
- Contains CPTG essential oils and plant extracts that will leave your skin extra clean and soft

49420001 50 mL

#### VERÁGE<sup>™</sup> SKIN CARE COLLECTION

A collection that brings together Veráge Cleanser, Toner, Immortelle Hydrating Serum, and Moisturizer for beautiful, healthy skin.

42690001

### VERÁGE™ TONER

Veráge Toner combines CPTG essential oils with nourishing plant extracts to create a tightened, toned appearance of skin—anytime, anywhere. This hydrating toner fortifies and refreshes the skin while invigorating the senses for an energizing boost and a glowing complexion.

- CPTG essential oils of Ylang Ylang, Palmarosa, Cypress, and Coriander tone and balance skin
- Nourishing plant extracts provide targeted moisture and toning to help skin look its best
   Easy mist application

37390001	50 mL

### VERÁGE™ CLEANSER

Smooth skin begins with Veráge Cleanser. This all-natural gel cleanser purifies skin for a fresh, youthful-looking complexion.

- Infused with CPTG<sup>®</sup> essential oils of Wild Orange, Melaleuca, and Basil to gently cleanse and lift away impurities
- Invigorates and cleanses skin while natural emollients nourish and hydrate

37380001	60 g

### VERÁGE™ IMMORTELLE HYDRATING SERUM

Experience the age-defying effects of Veráge Immortelle Hydrating Serum. This powerful formula combines CPTG essential oils with plant extracts for smoother, more youthfullooking skin.

- Utilizes the CPTG essential oils found in the popular Immortelle blend for radiant skin
- Specialized plant technology promotes optimal hydration

37400001 15 mL

### VERÁGE<sup>™</sup> MOISTURIZER

Veráge Moisturizer combines CPTG essential oils with plant extracts for natural hydration and skin nourishment. This light, non-greasy moisturizer absorbs quickly but hydrates deeply, helping to reduce the appearance of fine lines and wrinkles for a smooth, even complexion.

- Formulated with CPTG essential oils of Juniper Berry, Jasmine, Sea Buckthorn Berry, and Geranium—all known to revitalize the skin
- Uses natural ingredients to hydrate skin, helping reduce the appearance of fine lines and wrinkles

**37410001** 30 g



### FACIAL CLEANSER

With the CPTG Certified Pure Therapeutic Grade\* essential oils of Melaleuca and Peppermint, dõTERRA\* Facial Cleanser gently washes away impurities and leaves your skin feeling clean, fresh, and smooth. Cruciferous vegetable extracts also work to soothe skin irritation and protect skin from environmental elements.

37010001 120 mL

### PORE REDUCING TONER

Formulated to visibly reduce the appearance of pores, dōTERRA® Pore Reducing Toner contains CPTG Certified Pure Therapeutic Grade essential oils of Lavender, Ylang Ylang, and German Chamomile to calm sensitive skin.

37020001	120 mL

### HYDRATING CREAM

Packed with emollient-rich ingredients to provide intense moisture without leaving an oily residue, doTERRA® Hydrating Cream is designed to assist in the rejuvenation of mature skin, restore balance to the skin, and help reduce the visible signs of aging to reveal a more youthful and glowing appearance.

50 mL

37160001
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### **TIGHTENING SERUM**

Featuring CPTG essential oils of Frankincense, Hawaiian Sandalwood, and Myrrh in generous proportion, dōTERRA® Tightening Serum is scientifically formulated to reduce the appearance of fine lines and wrinkles and promote skin hydration.

37040001	30 mL



### ANTI-AGING MOISTURIZER

Cutting-edge ingredients combine with the CPTG essential oils of Lavender, Jasmine, Geranium and Frankincense to provide an anti-aging moisturizer that does more than moisturize and soften skin. Anti-Aging Moisturizer targets the visible signs of aging, improving skin tone, reducing the appearance of wrinkles as well as helping to keep skin looking young and vibrant.

37030001	50 mL

### INVIGORATING SCRUB

Invigorate and energize the skin while exfoliating and polishing using this aromatic scrub. CPTG essential oils of Grapefruit and Peppermint make the exfoliating step of your beauty regimen a refreshing, aromatic experience. Jojoba and cruciferous vegetable extracts leave skin protected and smooth, while other cutting-edge ingredients work to prevent blemishes and the proliferation of skin discoloration.

**37050001** 75 mL

### IMMORTELLE ANTI-AGING BLEND

A proprietary blend of powerfully renewing, rare essential oils used throughout history for their beautifying benefits, Immortelle Anti-Aging Blend is formulated to protect and nourish skin. This essential oil blend of Frankincense, Sandalwood, Lavender, Myrrh, Helichrysum, and Rose, helps sustain smoother, more radiant and youthful skin.





### **REVEAL FACIAL SYSTEM**

Reveal Facial System is a two-step process that will give your face a spa-like treatment, bringing the glow of your skin's radiance and beauty to the surface.

- Features dōTERRA citrus essential oils of Lime and Wild Orange to purify the skin
- Tiny polishing beads and botanical enzymes exfoliate dead skin cells for a fresh face
- Protein-building peptides support healthy and youthful-looking skin

37340001 2 tubes—50 mL each

### doTERRA® BREATHE PRODUCTS



### dōTERRA BREATHE™ RESPIRATORY BLEND



Enhanced with the powerful respiratory benefits of Cardamom, dōTERRA Breathe is a remarkable blend of essential oils that promotes feelings of clear airways and easy breathing.

- Merges Laurel Leaf, Peppermint, Eucalyptus, Melaleuca, Lemon, Ravensara, and Cardamom essential oils
- Promotes feelings of easy breathing
- Helps minimize the effects of seasonal threats

49370001 15 mL bottle



### dōTERRA BREATHE™ RESPIRATORY DROPS

The respiratory benefits of selected CPTG $^{\circ}$  essential oils from the dōTERRA Breathe blend can be found in this convenient and great-tasting lozenge.

- Proprietary blend includes: Lemon, Peppermint, Eucalyptus, Thyme, Melissa, and Cardamom
- Maintains clear airways and breathing
- Supports overall respiratory health

35460001 30 drops



#### dōTERRA BREATHE™ VAPOR STICK NEW

Enjoy the convenience, quick absorption, and smooth application of dōTERRA Breathe Vapor Stick. This unique delivery method of the dōTERRA Breathe essential oil blend can be used anytime, anywhere to promote feelings of clear airways.

- Maintains feelings of clear airways and breathing
- Quick, convenient delivery system
- Provides a cooling, soothing effect

**34290001** 12,5 g

### **DEEP BLUE<sup>®</sup> PRODUCTS**

### DEEP BLUE® top seller SOOTHING BLEND

A synergistic blend of CPTG® essential oils, Deep Blue provides a warm, tingly sensation when applied to the skin.

- Features Wintergreen, Camphor, Peppermint, Blue Tansy, German Chamomile, Helichrysm, and Osmanthus essential oils
- Apply as part of a soothing massage

31050001	5 mL bottle
31380001	10 mL roll-on

### **HAIR CARE**

#### dōTERRA SALON ESSENTIALS® HAIR CARE SYSTEM

Salon Essentials Hair Care System is the perfect way to experience the amazing benefits of all four doTERRA® hair care products and provide a great savings. By purchasing the Protecting Shampoo, Smoothing Conditioner, and Root to Tip Serum in the Salon Essentials Hair Care System, Healthy Hold Glaze comes FREE!



### dōTERRA SALON ESSENTIALS® **PROTECTING SHAMPOO**

Enjoy the professional formulation of CPTG® essential oils, gentle cleansers, and botanical extracts in doTERRA Salon Essentials Protecting Shampoo.

- Features a gentle lathering and cleansing boost from Wild Orange and Lime essential oils and plant extracts
- Gently removes impurities collected on the hair and scalp
- Lightly moisturizes hair, leaving it salon soft and touchable

36220001 250 mL



### **DEEP BLUE® RUB** SAMPLES

Receive the targeted benefits of doTERRA® Deep Blue Rub in a convenient 10-pack carton. Enjoy sharing its soothing power at sporting events, the gym, or on-the-go.

- Ten 2 mL foil packets
- Formulated with Deep Blue Soothing Blend
- Easy to share and convenient to take on-the-go

38950001 | ten 2 mL samples



### **PROTECTING SHAMPOO 2-PACK**

36240005

**SMOOTHING CONDITIONER 2-PACK** 36250005

### SHAMPOO AND CONDITIONER

36260005

#### doterra salon essentials® HEALTHY HOLD GLAZE

Get the all-in-one benefits of a flexible hold, health, and shine for your hair with Salon Essentials Healthy Hold Glaze

- · Protects, nourishes, and fortifies hair for optimal health and shine
- Protein-rich nanoparticles work to promote improved moisture and softness
- · Offers perfect support for beautifully styled hair 36270001

120 mL



#### DEEP BLUE **POLYPHENOL COMPLEX™**

Now Deep Blue has a nutritional supplement that contains powerful polyphenols clinically tested to help with occasional soreness and discomfort.\*

- · Patent-pending, fast-acting boswellia extract shown to help support joint comfort and function\*
- · Includes proprietary, standardized extracts of ginger, curcumin, resveratrol, and other polyphenols to soothe occasional aches and discomfort\*
- · Can be used in tandem with Deep Blue Rub or Deep Blue Soothing Blend

34360001 60 vegetable capsules

#### **DEEP BLUE® RUB** SOOTHING LOTION

Infused with Deep Blue Soothing Blend, Deep Blue Rub is a favorite of athletes.

- · Formulated with the Deep Blue proprietary blend of essential oils and other powerful ingredients
- Cools and warms problem areas
- Blended in a base of moisturizing emollients that leave your skin feeling soft, not greasy

38900001 120 mL

#### dōTERRA SALON ESSENTIALS® **ROOT TO TIP SERUM**

The Root to Tip Serum provides a healthy environment for your scalp and maximizes the strength and shine of vour hair

- Infused with Lavender, Peppermint, Marjoram, Cedarwood, Lavandin, Rosemary, Niaouli, and Eucalyptus essential oils
- · Provides extended protection and hydration to your scalp and hair



### **d**oTERRA SALON ESSENTIALS® SMOOTHING CONDITIONER

Give hair a smooth, finished look and protect it with the professional formula of Salon Essentials Smoothing Conditioner.

- Features conditioning emollients, botanical extracts, and natural proteins
- Includes a proprietary blend of CPTG<sup>®</sup> essential oils for the hair and scalp
- Smoothes hair and provides an anti-static effect with nanotechnology

36230001 250 mL

### quick shopping reference for all products 🗮

### SPA

### HAND AND BODY LOTION

Enjoy the benefits of adding your favorite essential oils as you discover silky, smooth skin with this hydrating lotion.

- Fragrance-free, light-weight lotion—perfect for hydrating the skin
- Combine with your favorite essential oils for added benefits
- Provides your skin with important nutrients, botanicals, and humectants
- Features cruciferous vegetable extracts to promote the appearance of healthy skin **36100001** 200 mL tube

**3-PACK** 36110005 three 200 mL tubes





#### LIP BALM WITH PEPPERMINT & WILD ORANGE

Nourish and hydrate your lips with doTERRA. Refresh your lips with the protecting power of Peppermint and Wild Orange essential oils.

- Non-waxy formula features moisturizing agents like shea and mango seed butters
- Restores moisture to lips
- Invigorates and enhances mood with a blend of Peppermint and Wild Orange

36190001 4,5 mL



### **ROSE LOTION**

Become part of furthering the cause of the dōTERRA Healing Hands Foundation<sup>™</sup> by purchasing the lovely scented Healing Hands lotion infused with Bulgarian Rose CPTG<sup>®</sup> essential oil that will not only soften the skin and emit a beautiful aroma, but will also benefit the life of someone in need. The full purchase price of \$20 will be donated to the dōTERRA Healing Hands Foundation to assist those in need throughout the world. Your heart and your skin will be softened.

36170001	100 mL

### **CITRUS BLISS® HAND LOTION**

Conveniently packaged for an on-the-go aromatic experience, this lotion softens hands and enlivens the senses with the delightful aroma of Citrus Bliss Invigorating Blend.

- Light, uplifting scent with a kiss of vanilla and a bouquet of citrus essential oils
- Perfect size to tote in the car, take to the office, or put in a purse or bag
- Provides hands with important nutrients, botanicals, and humectants

36200001 75 mL tube



### NATURAL DEODORANT

dōTERRA Natural Deodorant is a safe, natural option for preventing odor throughout the day.

- Cypress, Melaleuca, Cedarwood, and Bergamot essential oils provide purifying benefits, helping to reduce underarm odor
- Beeswax provides a protective barrier while allowing skin to breathe, and contributes to the product's smooth application
- Coconut oil contains fatty-acids, known for their nourishing properties and ability to keep skin looking smooth and healthy
  Shea butter hydrates skin without leaving a greasy after-feel
- Free of alcohol, aluminum, parabens, and artificial colors and fragrances

**37420001** 50 g

### quick shopping reference for all products 🗮

### DIETARY SUPPLEMENTS



### NŌVOPRIME™ SOFTGELS ESSENTIAL OIL CELLULAR COMPLEX

NOVOPrime is a proprietary blend of CPTG Certified Pure Therapeutic Grade® essential oils that help protect the body against oxidative stress to cellular DNA.\*

- Provides antioxidant protection against oxidative stress\*
- Supports a healthy response to free radicals\*

34410005 60 softgels

MADE WITH VEGETARIAN SOFTGELS



#### MITO2MAX® ENERGY & STAMINA COMPLEX

Mito2Max is a healthier, long-term alternative to caffeine for increased energy and vitality.

- Promotes better microcirculation with Oligonol® lychee fruit extract, quercetin, and other standardized plant extracts
- Potent, full spectrum of mitochondrial energy cofactors supporting cellular aerobic capacity and energy production\*
- Free of stimulants; not habit forming

34350001 60 vegetable capsules



Oligonal is a registered trademark or Amino Up Chemical Co., Ltd



### DEEP BLUE POLYPHENOL COMPLEX™

Now Deep Blue has a nutritional supplement that contains powerful polyphenols clinically tested to help with occasional soreness and discomfort.\* • Patent-pending, fast-acting

- Patent-pending, fast-acting boswellia extract shown to help support joint comfort and function\*
   Includes proprietary, standardized
- extracts of ginger, curcumin, resveratrol, and other polyphenols to soothe occasional aches and discomfort\*
- Can be used in tandem with Deep Blue Rub or Deep Blue Soothing Blend

34360001 60 vegetable capsules



#### **TERRAGREENS®**

Give your daily intake of fruits and vegetables a boost with this powdered drink mix designed to be taken with water, TrimShakes, or your favorite beverage.

- Blend of leafy greens and superfruits
  Includes naturally occurring vitamins,
- minerals, and antioxidants
- Flavored with Lemon and Ginger
   essential oils

60120001 300 g

#### TRIEASE® SEASONAL BLEND SOFTGELS

TriEase Softgels were developed to protect against seasonal and environmental elements and to promote a healthy respiratory system when needed most.\* Each softgel contains equal parts of Lemon, Lavender, and Peppermint essential oils, known for their ability to maintain clear breathing and a healthy immune response when combined together.\*

- Promotes clear breathing and healthy respiratory function\*
- Cleanses the body's systems\*
- Supports healthy immune system function\*

49310001 60 softgels

MADE WITH VEGETARIAN SOFTGELS

### CHILDREN'S SUPPLEMENTS

#### dōTERRA a2z CHEWABLE™

Designed for children and adults who have difficulty swallowing capsules, dōTERRA a2z chewables provide the nutrients your body needs for optimal health.\*

- Combines a blend of B vitamins with vitamins A, C, and E
- Features botanical extracts and is formulated to be used with IQ Mega
- Supports healthy immunity and provides antioxidant protection\*
- Promotes healthy cell development and longevity when taken daily\*

35330001 60 tablets

#### IQ MEGA®

IQ Mega takes the fishy taste out of fish oil and adds the fresh orange flavor of Wild Orange CPTG<sup>®</sup> essential oil.

- Provides 1,000 mg of concentrated, pure Omega 3 oils per serving
- Supports healthy brain, cardiovascular, immune, and joint function\*
- Formulated to be used with a2z chewable

35320001 | 150 mL



### DAILY VITALITY





dōTERRA LIFELONG VITALITY PACK™ DIETARY SUPPLEMENTS INCLUDING ALPHA CRS®+ MICROPLEX MVp™AND xEO MEGA®

20640001



#### MICROPLEX MVp<sup>™</sup> FOOD NUTRIENT COMPLEX

An all-new formula with more bioavailable ingredients designed to provide just the right amounts of vitamins, minerals, and polyphenols that your body needs each and every day.

- Naturally balanced, comprehensive array of vitamins and minerals to give you just what you need nothing more and nothing less\*
- Highly bioavailable chelated minerals\*
- Potent, antioxidant polyphenol extract blend\*
- All-new whole foods blend
- Also features the dōTERRA tummy tamer blend of Peppermint, Ginger, and Caraway Seed to help calm the stomach\*

### 34320001 120 vegetable capsules





#### XEO MEGA® ESSENTIAL OIL OMEGA COMPLEX

xEO Mega is a revolutionary formula that blends CPTG Certified Pure Therapeutic Grade® essential oils with natural, marine and plant-sourced essential fatty acids.

- Features Frankincense, Thyme, Cumin, Wild Orange, Peppermint, Ginger, Caraway, and German Chamomile essential oils
- Delivers EPA and DHA essential fatty acids from flax, borage, cranberry, and pomegranate seed oils and marine linide
- marine lipids
  Supports healthy cardiovascular, immune, joint, and brain health\*
- Includes a unique form of the carotenoid astaxanthin for

### antioxidant protection\*





#### VEO MEGA® ESSENTIAL OIL OMEGA COMPLEX

vEO Mega is a revolutionary, 100 percent vegan-friendly formula blending CPTG Certified Pure Therapeutic Grade<sup>®</sup> essential oils with natural, plant-sourced essential fatty acids.

- Features Clove, Frankincense, Thyme, Cumin, Wild Orange, Peppermint, Ginger, Caraway, and German Chamomile essential oils
- Includes essential fatty acids from flax, algae, incha inchi seed, borage, cranberry, pomegranate, pumpkin, and grape seed oils
- Supports healthy cardiovascular, immune, joint, and brain health\*
- Includes a unique form of the carotenoid astaxanthin for antioxidant support\*

34260001 120 softgels



#### ALPHA CRS®+ CELLULAR VITALITY COMPLEX

Provides antioxidant protection to cellular DNA and other critical cell structures.\*

- Supports healthy cell proliferation and lifespan\*
- Promotes mitochondrial energy production\*
- Supports a healthy immune function\*
  Features botanical extracts,
- carotenoids, and polyphenols as well as a cellular energy blend\*

34180001	120 vegetable capsules
	1ADE WITH SLS-FREE /EGETABLE CAPSULES





### PERSONALIZED WELLNESS PROGRAM



### DIGESTIVE HEALTH



### DIGESTZEN® DIGESTIVE BLEND

The well-recognized essential oils in DigestZen are known for providing soothing digestive relief.\*

- Features a proprietary blend of Ginger, Peppermint, Tarragon, Fennel, Caraway, Coriander, and Anise essential oils
- Eases feelings of queasiness\*
- Helps reduce bloating, gas, and occasional indigestion\*

31030001 | 15 mL bottle



#### **DIGESTZEN® SOFTGELS**

dōTERRA® DigestZen Softgels are a convenient and easy way to obtain the benefits of the proprietary DigestZen essential oil blend. Each vegetarian softgel contains 120 mg of DigestZen, the oil blend you know and trust for overall digestive health.\*

**35430001** 60 vegetarian softgels





#### DIGESTTAB<sup>®</sup> NEW! CHEWABLE TABLETS

DigestTab<sup>™</sup> Chewable Tablets are calcium carbonate tablets that are infused with DigestZen Digestive Blend to deliver the benefits of DigestZen essential oil blend as well as the acid-neutralizing benefits of calcium carbonate.

- Helps provide relief from occasional heartburn and indigestion, while promoting the overall health of the gastrointestinal tract\*
- Use with or between meals as needed, for relief from occasional stomach upset, indigestion, and heartburn
- · Helps relieve occasional sour stomach\*
- Provides 200 mg of calcium per tablet
- 34380001 100 chewable tablets



#### DIGESTZEN TERRAZYME® DIGESTIVE ENZYME COMPLEX top seller

DigestZen TerraZyme provides your body with the whole-food enzymes and supporting mineral cofactors needed for healthy digestion.\*

- Supports the body's constant production of enzymes critical for healthy biochemical functions\*
- Promotes healthy digestion of food nutrients and cellular metabolism of nutrients into energy\*
- Includes a variety of whole-food enzymes that help with digestion of proteins, fats, complex carbohydrates, sugars, and fiber\*

# 35110001 90 vegetable capsules



#### GX ASSIST® GI CLEANSING FORMULA

Cleanse your GI tract before starting with PB Assist+ with this combination of CPTG Certified Pure Therapeutic Grade® essential oils.\*

- Features Oregano, Melaleuca, Lemon, Lemongrass, Peppermint, and Thyme essential oils as well as caprylic acid
- Helps support a healthy digestive tract and microfloral balance\*
- Formulated to be used for 10 days as a preparatory cleansing step before using PB Assist+ Probiotic Defense Formula\*

35040001 60 softgels

MADE WITH ENTERIC SOFTGELS



### PB ASSIST®+

### PROBIOTIC DEFENSE FORMULA

This proprietary formula of pre-biotic fiber and six strains of probiotic organisms is safe for the entire family.

- Delivers 6 billion CFUs of active probiotic cultures and soluble pre-biotic FOS (fructo-oligosaccharides) that encourage culture adhesion and growth\*
- Time-release double capsule designed to protect sensitive probiotic cultures from stomach acid
  Supports healthy digestive function and immunity\*

35160001	30 vegetable capsules
$\bigcirc$	MADE WITH SLS-FREE VEGETABLE CAPSULES

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\*This product is not intended to diagnose, treat, cure, or prevent any disease.

### quick shopping reference for all products 🗮



### **ZENDOCRINE®** DETOXIFICATION BLEND

Support your body's natural detoxification systems with Zendocrine.

- Features a proprietary blend of Tangerine Peel. Rosemary, Geranium, Juniper Berry, and Cilantro essential oils
- · Supports the body's natural ability to rid itself of unwanted substances\*
- · Can be used individually or in combination with Zendocrine Detoxification Complex

31460001 15 mL bottle



**ZENDOCRINE® SOFTGELS** dōTERRA Zendocrine Softgels are a convenient and easy way to obtain the benefits of the proprietary Zendocrine essential oil blend.







#### **ZENDOCRINE®** DETOXIFICATION COMPLEX

Support your body's filtering and waste management system with the proprietary Zendocrine Detoxification Complex."

- · Features a proprietary blend of 14 active, whole-food extracts in a patented enzyme delivery system
- Supports healthy cleansing and filtering functions of the liver, kidneys, colon, lungs, and skin\*

35120001 60 vegetable capsules



### WOMEN'S HEALTH



### PHYTOESTROGEN LIFETIME COMPLEX™

doTERRA® Women Phytoestrogen Lifetime Complex is a blend of natural plant extracts that support hormone balance throughout the different phases of a woman's life.\*

- · Includes a standardized soy extract with genistein, a powerful phytoestrogen\*
- Supports healthy hormonal balance\*
- · Supports healthy bones, heart, breast tissue, and other body stuctures\*

35260001 60 vegetable capsules

### BONE NUTRIENT LIFETIME COMPLEX™

This convenient dietary supplement increases the consumption of nutrients needed for healthy bones.\*

35250005

WOMEN'S HEALTH KIT

Includes Phytoestrogen Lifetime Complex™, Bone Nutrient Lifetime

Complex<sup>™</sup>, and ClaryCalm<sup>®</sup> Monthly Essential Oil Blend.

- Perfect for men and women of all ages
- · Features a blend of vitamins C and D, calcium, magnesium, and other trace minerals
- bone nutrients often deficient in modern diets\*

### Combats declining bone density by providing

MADE WITH SLS-FREE VEGETABLE CAPSULES

35240001 120 vegetable capsules

### **CLARYCALM®** MONTHLY BLEND FOR WOMEN ATN

dōTERRA ClaryCalm helps women manage the emotional mood swings of PMS and the transitional phases of menopause in a natural, effective way.

- · Features a blend of Clary Sage, Lavender, Bergamot, Roman Chamomile, Cedarwood, Ylang Ylang, Geranium, Fennel, Palmarosa, and Vitex essential oils
- Apply to skin for a cooling, soothing effect
- Calming aroma

35270001 10 mL roll-on



### SLIM & SASSY®

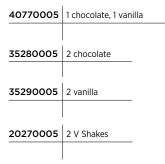
### SLIM & SASSY® TRIMSHAKE

Slim & Sassy TrimShake is a convenient, delicious shake mix that provides essential nutrients. TrimShake can help you lose unwanted fat stores through calorie restriction and regular exercise. Includes the patented weight-management ingredient EssentraTrim<sup>®</sup> to help reduce food cravings and overeating. Includes Solathin<sup>®</sup>, a special protein extract that supports increased feelings of satiety. Blends well with nonfat dairy, almond, rice, and soy milk or water.

35180001	vanilla	
35200001	chocolate	

### SLIM & SASSY® TRIM KIT

Four 15 mL bottles Slim & Sassy Metabolic Blend and 2 TrimShakes.



#### SLIM & SASSY® V SHAKE

Introducing a vegetarian alternative to weight management shakes. Slim & Sassy V Shake provides the same benefits as TrimShake with the exception of all the ingredients being 100 percent plant-sourced and vegetarian-friendly.

- Includes Solathin® and EssentraTrim®
- 7 grams of plant-sourced protein
  Protein sourced from pea, quinoa, and amaranth
- Versatile flavor, mixes easily with favorite fruits, milks, or juices
- No artificial sweeteners, flavors, colors, or preservatives

35440001

### SLIM & SASSY® SOFTGELS

Slim & Sassy Softgels contain the proprietary Slim & Sassy essential oil blend in convenient softgels to promote weight management in a healthy, natural way.\* The flavorful blend of Slim & Sassy contains essential oils known to help manage hunger throughout the day while boosting metabolism and promoting a positive mood.\*

- Enhances metabolism\*
- Helps manage hunger cravings\*
- Promotes healthy digestion\*





### SLIM & SASSY<sup>®</sup> Top seller METABOLIC BLEND

Support your weight maintenance goals with the proprietary essential oil blend of Slim & Sassy.

- Formulated with Grapefruit, Lemon, Peppermint, Ginger, and Cinnamon essential oils
- Promotes healthy metabolism\*
- Helps manage hunger cravings\*
- Calms your stomach and lifts your mood\*
- Diuretic, stimulant, and calorie-free

31370001 15 mL bottle



### SLIM & SASSY CONTRŌL™ INSTANT MIX

Slim & Sassy control is available in a powdered mix that you can take at any time during the day to help control your appetite.\* Slim & Sassy control contains a revolutionary ingredient made from spinach extract called Appethyl,\* which has been clinically shown to significantly reduce appetite for up to 6 hours.\*

- appetite for up to 6 hours.\*
  Helps promote appetite control and manage portion sizes\*
- Helps promote appetite control and mai
- Helps maintain healthy food intake\*
- Along with a sensible program of diet and exercise, may help promote and maintain healthy weight loss over time\*

34150001 30 sachets



### SLIM & SASSY CONTRŌL™ BARS

contrõl is also available in a tasty bar. Convenient for people who are always on the go, contrõl

- delivers the appetite-controlling power of Appethyl® to help you in your quest to manage your weight and your overall well-being.
  Helps promote appetite control and manage
- portion sizes
- Helps maintain healthy food intake
- Along with a sensible program of diet and exercise, may help promote and maintain healthy weight loss over time

EssentraTrim is a registered trademark of NutraGenesis, LLC. Solathin is a registered trademark of Cyvex Nutrition. Appethyl is a trademark of Greenleaf Medical AB.

34330001	10 apple cinnamon bars
34340001	10 lemon bars
34370001	10 apricot bars

### CONTRŌL BAR 3-PACK

20900001	10 bars of each flavor

### quick shopping reference for all products $\blacksquare$

### **ENROLMENT KITS**



### **CLEANSE & RESTORE KIT**

- Lifelong Vitality
- PB Assist<sup>®</sup>+
- GX Assist\*Zendocrine\*
- Softgels

Contgeto

Lemon (15 mL)
Welcome Pack & Enrolment Face

• DigestZen

TerraZyme®

 Welcome Pack Enrolment Fee

39250005 English Welcome Pack



### ATHLETE+ KIT

- Athlete's Kit: Canvas bag, Deep Blue Rub, and 5 mL bottles of dōTERRA Breathe™, dōTERRA On Guard<sup>®</sup>, Lavender, Melaleuca, Peppermint
- Deep Blue Polyphenol Complex<sup>™</sup>
- Mito2Max<sup>®</sup>
- Daily Nutrient Pack
- Welcome Pack & Enrolment Fee

21320005 English Welcome Pack



### HOME ESSENTIALS KIT

Frankincense

Lemon

Melaleuca

• Oregano

Peppermint

- Lavender
  - DigestZen<sup>®</sup>
    - dōTERRA On Guard<sup>®</sup>

dōTERRA Breathe™

- Deep Blue<sup>®</sup> (5 mL)
- Petal Diffuser
  - Welcome Pack & Enrolment Fee

41180005	EU Diffuser Plug
41180015	UK Diffuser Plug





### EMOTIONAL AROMATHERAPY DIFFUSER KIT

- dōTERRA Emotional Aromatherapy<sup>™</sup>: 5 mL bottles of dōTERRA Motivate<sup>™</sup>, dōTERRA Cheer<sup>™™</sup>, dōTERRA Passion<sup>™</sup>, dōTERRA Forgive<sup>™</sup>, dōTERRA Console<sup>™</sup>, dōTERRA Peace<sup>™</sup>
- Petal Diffuser
- Welcome Pack & Enrolment Fee

21310005	EU Diffuser Plug

21310015	UK Diffuser Plug	
21310017	Ireland Diffuser Plug	



### FAMILY PHYSICIAN KIT® + SLIM & SASSY®

- Family Physician Kit: 5 mL bottles of Lavender, Lemon, Peppermint, Melaleuca, Oregano, Frankincense, Deep Blue<sup>®</sup>, döTERRA Breathe<sup>™</sup>, DigestZen<sup>®</sup>, and döTERRA On Guard<sup>®</sup>
- Slim & Sassy (15 mL)
- Welcome Pack & Enrolment Fee

40490005 English Welcome Pack



### NATURAL SOLUTIONS KIT

#### ESSENTIAL OILS: OTHER PRODUCTS:

10 mL bottles: Clary Calm™ HD Clear™ Past Tense®

#### 15 mL bottles:

dōTERRA Balance Elevation™ Purify dōTERRA Serenity® Slim & Sassy® Wild Orange Petal Diffuser Fractionated Coconut Oil dōTERRA Salon Essentials® Shampoo dōTERRA Salon Essentials® Conditioner Deep Blue® Rub Lifelong Vitality Pack DigestZen TerraZyme® DigestZen® Softgels Veráge™ Skin Care Collection Family Physician® Kit 2 mL Sample Vials (72) Wooden Box

### dōTERRA On Guard<sup>®</sup> Collection:

Beadlets Cleaner Concentrate Foaming Hand Wash 2 Dispensers Laundry Detergent Natural Whitening Toothpaste Softgels

Welcome Pack & Enrolment Fee

41640005	EU Diffuser Plug	
41640015	UK Diffuser Plug	
41640017	Ireland Diffuser Plug	

### dōterra

27/28 Roman Way Ind East Cambs, PE29 2LN United Kingdom www.doterra.com

# breathe VAPOR STICK

## Just Breathe

Instantly feel the power of Breathe essential oil blend soothing nasal airways while providing a cooling effect both topically and aromatically.

> döterra Dreathe MAPOR STICK Soothes Airways

### **Breathe Vapor Stick**

**To Order:** 34290001 12,5 g



**CPTG** Certified Pure Therapeutic Grade<sup>®</sup>

dōTERRA®