

Welcome to
dōTERRA[®]



Trusted Health Care

We live in a time when health-related options and ideas are more readily accessible. With the many choices available, the question often becomes, who do I trust?

The answer can be found in personal experience. You can be confident in your approach as you discover simple, safe, and empowering solutions.

As you personally experience the powerful benefits of essential oils, you will understand why dōTERRA® is revolutionizing the way families manage their health.



CPTG Certified Pure Therapeutic Grade® Essential Oils

When you experience the refreshing, uplifting smell of pine trees, the calming scent of lavender, or the invigorating smell of lemons, you are experiencing essential oils—powerful, natural aromatics.

In nature, essential oils are found in roots, stems, leaves, resins, flowers, and rinds of the plant. Essential oils help the plant adapt to its ever-changing environment—protecting against threats and providing beneficial properties.

When the plant's aromatic compounds are distilled for purity, potency, and efficacy, they become a powerful tool for maintaining a family's health.



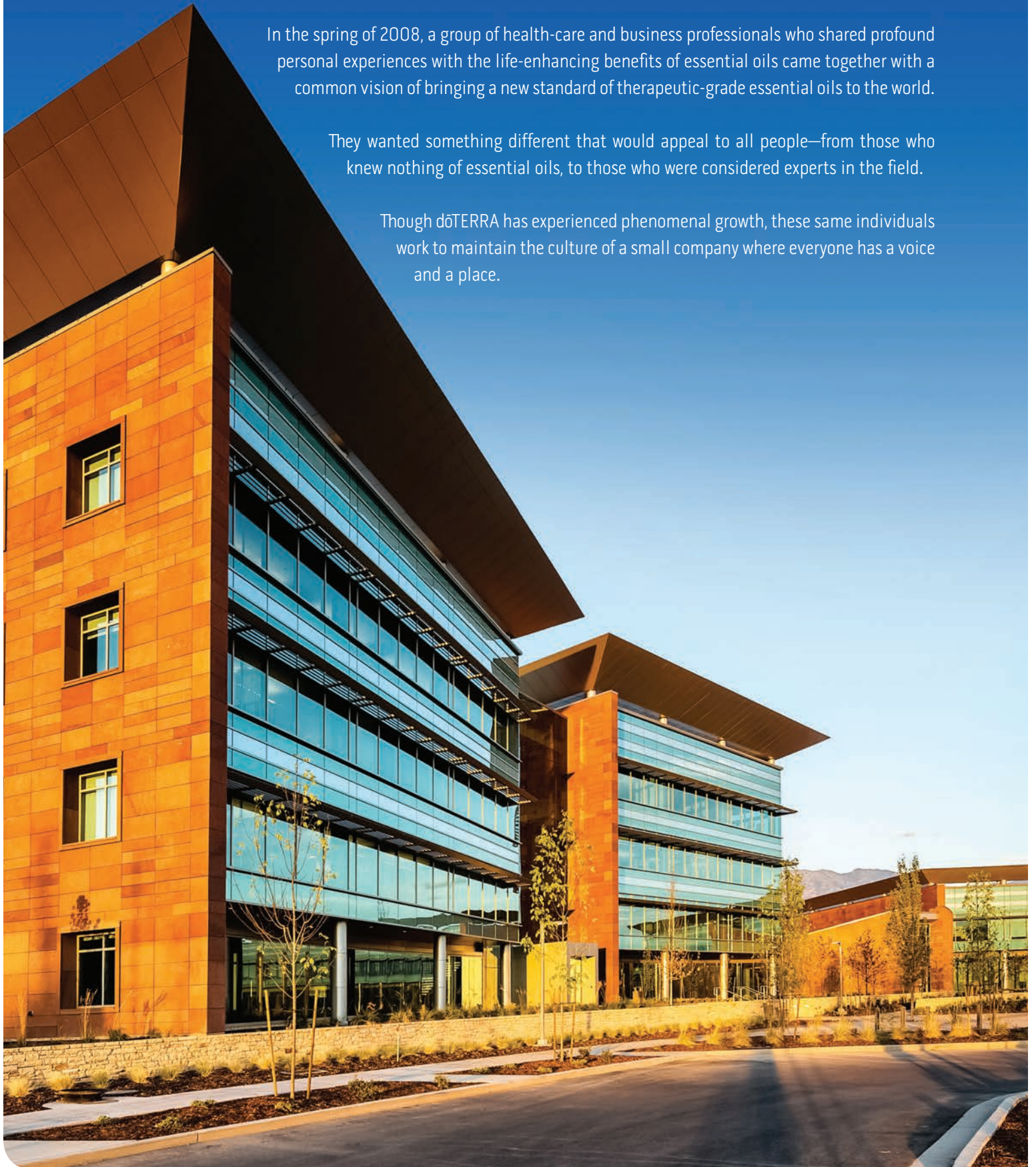
The dōTERRA® Vision

The name “dōTERRA” is a Latin derivative meaning “gift of the Earth.”

In the spring of 2008, a group of health-care and business professionals who shared profound personal experiences with the life-enhancing benefits of essential oils came together with a common vision of bringing a new standard of therapeutic-grade essential oils to the world.

They wanted something different that would appeal to all people—from those who knew nothing of essential oils, to those who were considered experts in the field.

Though dōTERRA has experienced phenomenal growth, these same individuals work to maintain the culture of a small company where everyone has a voice and a place.



Key Facts

- **2008** - CPTG Certified Pure Therapeutic Grade® becomes a symbol of the unrivaled dōTERRA® quality assurance process.
- **2010** - The dōTERRA Healing Hands Foundation,™ a philanthropic effort to bring healing and hope to the world, is established.
- **2014** - Through Co-Impact Sourcing,™ dōTERRA provides the highest quality essential oils while economically empowering artisans and communities where essential oils are sourced.
- **2014** - Over 1,000,000 Wellness Advocates are revolutionizing the way families manage their health through simple, safe, and empowering solutions.

As part of our vision to bring a new standard of therapeutic-grade essential oils to the world, dōTERRA is invested in moving the science of essential oils forward. This is accomplished in many different ways and is managed by a strong Research and Development team within dōTERRA.

This department consists of PhD scientists and experienced professionals that gather scientific and clinical research, identify research needs, design and carry out studies, and prepare those studies for presentation to others. To carry out these ongoing studies, dōTERRA has and continues to build relationships with research hospitals, universities, and other research organizations.

The end goal is to better understand how essential oils work—how the components in an essential oil interact, how essential oils interact with cells, how they affect people, and how they can improve our home and other environments.

These studies are typically presented at our annual Convention, then made available through other avenues. They help inform, enrich, and benefit dōTERRA Independent Product Consultants and their customers on the best uses of essential oils for the greatest good.




An Application for Every Situation

Whether you're taking essential oils internally, enjoying the aromatic benefits, or applying topically, essential oils empower individuals to naturally maintain their health and the health of their family with the utmost confidence.

dōTERRA® offers a selection of single essential oils and a variety of specialty blends. Each essential oil contains unique therapeutic benefits, while essential oil blends create a synergistic effect that boosts the potential benefits even more.

In addition to the essential oils and proprietary essential oil blends, you can also experience essential oils in many common products. In fact, you have most likely already experienced some essential oils—wintergreen in gum, melaleuca in hair products, and peppermint in toothpaste.





dōTERRA® continually seeks out new and innovative ways to incorporate the value of essential oils in products that you and your family use.

- Skin care
- Hair care
- Spa products
- Wellness supplements
- Home and cleaning
- Weight management

A Blend of the Traditional *and* Modern

When it comes to your health and the health of your family, you want to know for certain that what you're giving them is both safe and effective. When it comes to essential oils, that means a blend of traditional and modern approaches.

dōTERRA® uses a global network of farmers and growers to source their essential oils. Utilizing generations of knowledge, these growers know exactly when to harvest the plants, and which specific parts of the plants to harvest in order to maximize both the purity and potency of essential oils.



But it's not just the harvest that is critical. You also have to understand the distillation process—even the smallest detail can affect the composition of an essential oil. That's why at dōTERRA, we place our trust in sources that have perfected the process of generations of artisans that have passed down their knowledge and wisdom.



The dōTERRA® commitment to quality goes beyond proper sourcing of essential oils. It also takes into account modern practices of testing to ensure purity, potency, and consistency. Using cutting-edge technologies and world-renowned chemists who specialize in the analysis and identification of aromatic compounds, dōTERRA tests each batch of essential oil to make sure that you are receiving the purest and highest therapeutic quality oil every time.

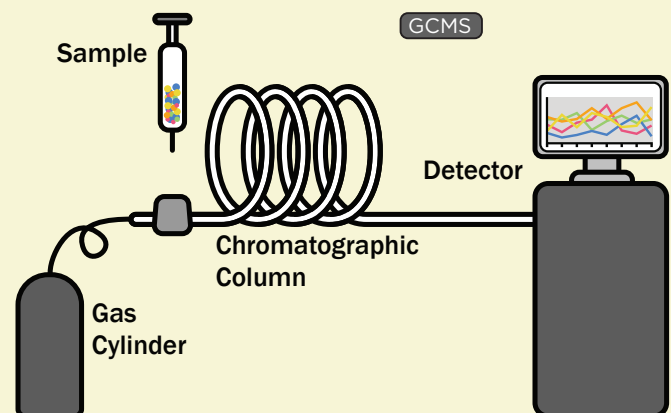
The battery of tests that dōTERRA uses is a part of the CPTG Certified Pure Therapeutic Grade® quality protocol. When an oil is deemed worthy of the CPTG status, you can know with surety that it is pure, potent, and effective.

dōTERRA partners with chemists, biological and microbiological scientists, botanists, and medical professionals to create a comprehensive understanding necessary for proper sourcing, analysis, and use of essential oils.

The tests included in the CPTG protocol include:

- Organoleptic testing
- Mass Spectrometry*
- Gas Chromatography*
- Microbial testing
- Fourier Transform Infrared Spectroscopy (FTIR)
- Chirality testing
- Isotopic analysis
- Heavy metal testing (as needed)

*Gas Chromatography and Mass Spectrometry Analysis (GC/MS)



Simple, Safe, and Empowering Solutions

Every person develops unique individual experiences as they use essential oils. Essential oils have positively impacted the lives of thousands of people in many ways.

You may have already heard some of the touching stories from an Independent Product Consultant or someone else you know who uses essential oils.





As you begin having personal experiences with essential oils, you will want to learn more about their benefits, how to use essential oils, and potentially how to build your own business. dōTERRA® is focused on providing the education you are looking for through the following online resources:

- **[doterra.com](https://www.doterra.com)**: Here, potential Independent Product Consultants can learn more about the products and mission of dōTERRA.
- **[doterraeveryday.eu](https://www.doterraeveryday.eu)**: Through this site, Independent Product Consultants have access to their dōTERRA office, events calendar, leadership recognition, newsletters, and more.
- **[doterratools.com](https://www.doterratools.com)**: This site provides business tools, product information, and forms that Independent Product Consultants use to help them build a dōTERRA business.
- **www.facebook.com/doterrauropecorporate**: Follow us on Facebook to get the latest news, updates and other useful information.



We recognize the many other gifts essential oils allow us to enjoy, as well as the responsibility to pay those gifts forward.

Through using a strategy called “Co-Impact Sourcing,” dōTERRA is working to improve lives and communities throughout the world. Many of the essential oils offered by dōTERRA are sourced in developing countries, where the growers and distillers are often at the mercy of third parties. Co-Impact Sourcing helps create coalitions of growers and distillers that eliminate the need for those third parties. Thus, local communities are receiving fair and timely payments that not only support their crops and harvest, but also have a direct, immediate impact on the community as well. dōTERRA works with these coalitions to provide the resources, tools, and training necessary to ensure a long-lasting partnership.

In addition to the business side of Co-Impact Sourcing, dōTERRA works to improve the quality of life for the families living in these communities through the dōTERRA Healing Hands Foundation.™ An international, registered non-profit organization, Healing Hands is committed to improving lives and offering hope to millions around the world.

The Healing Hands Foundation has been involved in many projects, including the following:

- **Micro-credit loans providing renewable funding for entrepreneurs in developing communities.**
- **Clean water wells and programs.**
- **Building and revitalizing schools and clinics.**
- **Medical equipment and resources for hospitals and clinics.**
- **Education on hygiene and health.**



dōTERRA Healing Hands™

Our Healing Hands Foundation seeks to bring healing and hope to the world as we work to make possible lives free of disease and poverty, ultimately teaching people everywhere to be self reliant.

The Healing Hands Foundation is involved in many different service projects worldwide. Legacy donations of \$100,000 have been given to both Piura, Peru; and Chiquimula, Guatemala; to create new micro-credit loan funds. Such loans provide renewable funding for entrepreneurs in the community. Other humanitarian projects funded by the Healing Hands Foundation include building materials donated to families in the Philippines after Typhoon Haiyan, and constructing a new water system in Haiti, which provides

villagers with clean water they do not have to boil. Also actively engaged in education and medical help, Healing Hands has helped revitalize and build schools in Guatemala and Haiti. For a medical center in Ghana badly in need of supplies, medical equipment and supplies were donated. In Bolivia, Healing Hands helped build an expansion of the Jalsuri medical center to better support the growing needs of the clinic.







Take Charge of Your Health

When it comes to your health and the health of your loved ones, we know that you only want the very best. With dōTERRA®, you'll know that is exactly what you are receiving.

We invite you to experience for yourself what dōTERRA essential oils and essential oil-infused products can do for you.



dōTERRA®

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