

ō

SHARE

dōTERRA® Naturally



Welcome to the Share Guide!

When you experience something wonderful that makes a difference in your life, you naturally want to share it with those you love. And just as exciting is the idea of getting your dōTERRA® products paid for.

Now's the perfect time to start sharing natural solutions you love with the people you care about. Use this guide to help you share the dōTERRA wellness lifestyle and products with your friends and family.



How to Share

Sharing dōTERRA is simple and fun, whether it's with someone you know or someone new! Discover more about these three sharing steps in the following pages and begin changing lives.

Step 1: Love

Use dōTERRA products and unlock the power of your story.

Step 2: Share

Share dōTERRA in meaningful ways and impact the lives of those you share with.

Step 3: Earn

Experience the generous rewards that come from simply sharing.

Step 1: Love

Knowing the reasons you personally love the products will naturally lead you to think of others who can benefit from similar natural solutions. Take some time to think of your favorite products and who those products could benefit.



The first step to sharing is to focus on the products you love. Make a list of your top three favorite products.

1. _____
2. _____
3. _____

Now, think of five people who'd benefit from those natural solutions.

Person	Need	Product
1. _____	1. _____	1. _____
2. _____	2. _____	2. _____
3. _____	3. _____	3. _____
4. _____	4. _____	4. _____
5. _____	5. _____	5. _____

Capture Your Story

Telling your story is the most impactful way to share. Write down answers to the following questions as you reflect on your experiences with dōTERRA® products.

Before dōTERRA was part of your life, what health concerns were you or a loved one dealing with?

How did you get started with dōTERRA products? What were some of your first positive experiences?

How have dōTERRA products changed your wellness habits and at-home health routines?

Combine your answers into a simple, memorable paragraph or two to capture your story. Place it where you'll see it often—like on a mirror, fridge door, or phone wallpaper—to remind you why you love to share and what to say when you do.

Step 2: Share

Opportunities to share come every day, whether at social gatherings, sporting events, or even grocery stores. Telling your story and offering positive product experiences lead people to say yes to invitations to learn more. Below are four easy and effective ways to share.



Share Your Story

People like hearing about the positive results someone is experiencing. Refer to your story from before and employ the following tips when sharing your story.

Story sharing tips:

Use the products daily. The more you use your favorite solutions, the more experiences you can offer to others.

Use the products wherever you go. Using your favorite products when you're around others gives them the opportunity to notice and ask questions.

Share with love and compassion. Ask questions, focus on understanding what they're experiencing, take interest in their needs, and find the right time to share your story and solutions.

Share your unique link and your friend receives their first year of membership for free, a \$35 value.

Share a Product Experience

Immediate product experiences offer glimpses into the benefits of dōTERRA® products, allowing people to personally experience their positive impact with you.

Experience sharing tips:

Diffuse essential oils. You can introduce guests to the benefits of essential oils simply by diffusing them in your home, creating positive aromatic experiences and stirring curiosity.

Carry the products with you. Be attentive to others' needs and connect them to dōTERRA solutions in the moment. For example, offer Peppermint Beadlets after a company lunch as a breath freshener.

Build relationships. Take time to know people and form genuine connections. When you create authentic bonds with others, they'll be more open to what you share.





Share a Sample

Samples give people a way to try dōTERRA® products by supplying them with enough for one or more applications.

Sample sharing tips:

Personalize the samples. It's as simple as identifying a health need and matching it to a specific solution you love and have on hand, like a dōTERRA Breathe® Respiratory Drop to promote clear breathing.

Sample the products that quickly make an impact. Deep Blue®, dōTERRA Breathe or dōTERRA On Guard®, Wild Orange, and Peppermint are great options for effortless yet powerful sampling experiences.

Use dōTERRA prepackaged samples. Deep Blue Rub Sample packets are so easy to share. Or you can create a smaller size of your own essential oils for easy travel and quick use.

Share Virtually

Expand your reach beyond in-person interactions. People are receptive to and often watch content from email links and social media posts.

Virtual sharing tips:

Share links. Offering educational content, videos, podcasts, webpages, social media posts, and images sparks interest.

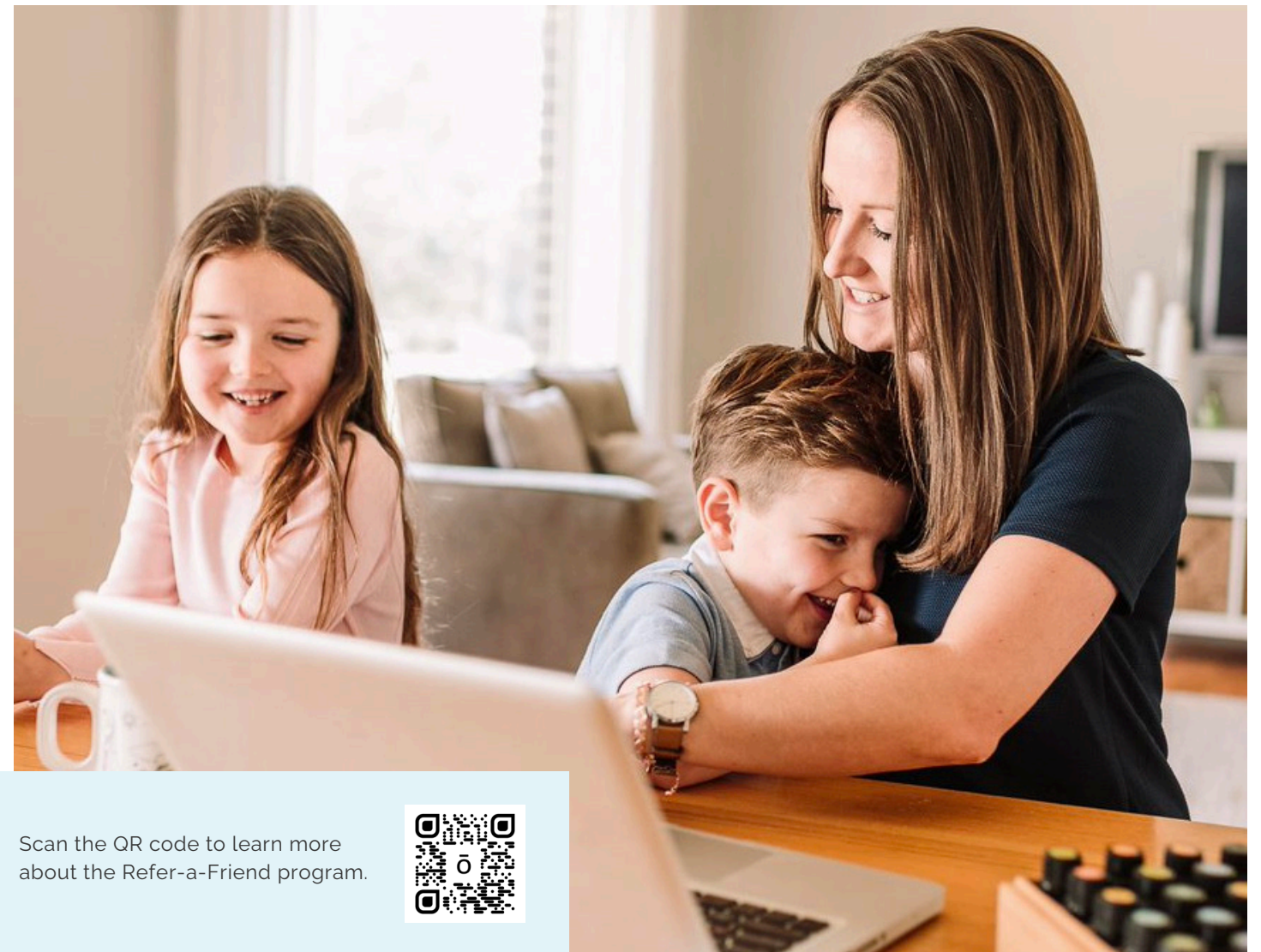
Share your journey. Post about your product experiences and favorite essential oils on social media or a blog. Photos, testimonials, and top tips are all excellent ways to prompt engagement.

Engage with your audience. Regularly interact with followers and respond to comments. Building connections online fosters trust, making your shared product experiences more impactful.

Refer and Redeem

When friends and family use your unique link to place their initial order, they receive their first year's membership for free, a \$35 value. As thanks for referring your friend, you'll receive 20% of their first order in dōTERRA dollars.

Just log into your account, copy your unique link and share!



Scan the QR code to learn more about the Refer-a-Friend program.



Step 3: Earn

Sharing dōTERRA changes lives and can be rewarding emotionally and even financially. The dōTERRA® compensation model rewards you for empowering others with natural solutions.

There are two membership types: Wholesale Customer and Wellness Advocate. Here's a quick comparison of their benefits.

Membership Benefits	Wholesale Customer	Wellness Advocate
Saves 25% off retail prices	♦	♦
Earns 10–30% Loyalty Rewards Program (LRP) Points	♦	♦
Can qualify for free shipping or Shipping Rewards Points (SRP)	♦	♦
Can qualify for free product of the month	♦	♦
Can earn dōTERRA dollars with Refer-a-Friend	♦	
Can access easy-to-use referral links	♦	♦
Can qualify to earn select bonuses and compensation		♦
Receives a personal dōTERRA website		♦
Unlocks full earning and compensation opportunities* (RAF included)		♦
Can qualify for incentive trips, retreats, and summits		♦

Consider what kind of compensation you'd like to receive.

Wellness Advocates

Can qualify for multiple compensation opportunities:

Retail: 25% markup profit on retail sales.

Fast Start: Paid weekly on new member volume for their first 60 days.

Power of 3: Paid monthly based on structure.

Unilevel: Paid monthly based on Organizational Volume (OV).

Leadership Pools: Paid monthly to qualifying ranks.

Wholesale Customer

Earn 20% in dōTERRA dollars from your friends' first orders through the Refer-a-Friend program using your unique link.



Scan the QR code to learn more about dōTERRA compensation.

* Refer-A-Friend included

Amplify Your Sharing

Many sharers choose to amplify their efforts by partnering with a Wellness Advocate to host classes.

Why Host a dōTERRA Class?

Hosting a dōTERRA class means sharing with several people at once. It's a friendly setting with education, support, and dōTERRA® product experiences, where loved ones find answers to unique health concerns.

How Does Hosting a Class Work?

Collaborate with your Wellness Advocate to decide on the class format and roles. They typically handle the educational and necessary components, plus help with invites and setting the mood. Together, you ensure guests have a meaningful experience and find wellness solutions.

Commit to Host!

Coordinate with your Wellness Advocate on the date and time of your first class. Note your expectations and share them for additional support.

Additional Support and Resources



Class Planner:

A worksheet to guide new Wellness Advocates through preparing for their first three classes.



Essential Oil Solutions with dōTERRA™—Podcast

FREE weekly episodes that teach you how to incorporate essential oils into your daily life.

Sharing is rewarding! As you continue to empower others with natural solutions, you empower yourself.



dōTERRA[®]
pursue what's pure[®]

© 2017 dōTERRA Holdings, LLC. All rights reserved. All words with trademarks or registered trademark symbols are trademarks or registered trademarks of dōTERRA Holdings, LLC.

Share-US EN 100421



v7

60223451