

1. WHAT ARE ESSENTIAL OILS?

- Naturally occurring volatile aromatic compounds
- Found in the seeds, bark, stems, roots, flowers, and other parts of plants
- Protect plants against environmental threats and provide beneficial properties
- Highly concentrated when distilled for purity, potency, and efficacy
- Used historically for food preparation, beauty treatment, and health-care practices



🔥 WILD ORANGE

- Cleanse and purify your home environment
- Add to water for a burst of flavor
- Diffuse for a revitalizing aroma



🔥 FRANKINCENSE

- Supports healthy cellular function*
- Promotes feelings of relaxation
- Reduces appearance of skin imperfections

2. WHY dōTERRA ESSENTIAL OILS?

CPTG CERTIFIED PURE THERAPEUTIC GRADE® ESSENTIAL OILS

- Sourced from a global network of growers to ensure the most pure and efficacious essential oils
- Rigorously tested for standards of purity and potency
- Free from fillers or artificial ingredients
- Free of contaminants, pesticides, or chemical residues



EMPOWERING SOLUTIONS

- Provide health-conscious individuals with a safe and natural alternative
- Used for a wide range of emotional and physical wellness applications
- Have few, if any, undesirable side effects when used as directed
- One drop is all that is needed to achieve a powerful benefit



CO-IMPACT SOURCING™

- Cultivates partnerships with artisans, small-scale growers, and distilleries
- Organizes growers into cooperatives creating jobs and improving income
- Establishes stable pricing with a trustworthy, long-term buyer
- Empowers growers, families, and communities in impoverished nations



3. HOW DO I USE ESSENTIAL OILS?

A AROMATIC

- Essential oils, when diffused or inhaled, can be very stimulating, calming, or soothing; diffusing essential oils can also cleanse and purify the air



🔥 dōTERRA BREATHE™

- Maintains feelings of clear airways and easy breathing
- Promotes a restful sleep

T TOPICAL

- Essential oils can be safely applied for massage or topical therapy



🔥 DEEP BLUE® or DEEP BLUE® RUB

- Perfect for soothing massage after long day
- Apply on feet and knees before and after exercise

I INTERNAL

- Certain essential oils have a rich culinary history and can be used as dietary supplements for targeted wellness



🔥 dōTERRA ON GUARD®

- Supports healthy immune and respiratory function*
- Gargle with water for mouth rinse

Customizable option available for enrollment orders or Loyalty Reward Program orders

4. HOW DO I ESTABLISH A FOUNDATION FOR OPTIMAL HEALTH?

CHOOSE YOUR SUPPLEMENTS (FOR NFR ORDERS):



OR



dōTERRA® supplements are formulated with potent levels of essential nutrients and powerful metabolic factors for optimal health, energy, and longevity.*

CUSTOMIZE WITH (FOR NFR ORDERS):



🔥 MITO2MAX™

- Healthier, long-term supplement for increased energy and vitality.*



💧 DEEP BLUE® POLYPHENOL COMPLEX™

- Powerful polyphenols that aid occasional aches and pains and support joint comfort and function*

OR



5. HOW DO I IMPROVE MY LIFESTYLE?

LIST YOUR TOP 3 HEALTH GOALS	HOW LONG HAVE YOU HAD THESE GOALS?	WHAT PRODUCTS COULD AID YOU IN REACHING YOUR GOALS?



💧 dōTERRA BALANCE®

- Promotes relaxation
- Evokes feelings of tranquility and balance
- Place on bottom of feet and back of neck to lessen stress

6. HOW DO I PURCHASE dōTERRA ESSENTIAL OILS?

- Purchase at retail prices through a Wellness Advocate
- Purchase at wholesale prices by becoming a dōTERRA member



7. WHAT ARE THE BENEFITS OF BECOMING A dōTERRA MEMBER?



- Wholesale prices 40% below retail
- Member Loyalty Rewards Program
- Purchase monthly to receive up to 30% of your order back in product points
- Product points may be redeemed for FREE products

PRODUCT OF THE MONTH CLUB

Place a 125 PV order by the 15th of each month and receive a free product

8. WHAT PATH SHOULD I TAKE WITH dōTERRA?

LIVING THE dōTERRA LIFESTYLE

- Essential oils empower individuals to naturally manage the health of their family
- Essential oils can be personalized based on inclination, sensitivities, and health challenges



SHARING dōTERRA ESSENTIAL OILS

- Individuals who experience dōTERRA are naturally inclined to share with others



BUILDING A dōTERRA BUSINESS

- Working from home, Wellness Advocates introduce and educate others about dōTERRA products
- By actively working to achieve leadership ranks, individuals can supplement or replace their income†



† See the Opportunity and Earnings Disclosure Summary on doterratools.com.

*These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure, or prevent any disease.

Wellness Advocate
Name:

Wellness Advocate Number:

Email:

Shipping Address:

Phone #:

Code	Product	Unit	Retail	Wholesale	PV	Total
Essential Oils Singles						
49360306	Arborvitae	5 mL	\$340.00	\$205.00	26.00	\$
30010406	Basil	15 mL	\$325.00	\$195.00	25.00	\$
30790406	Bergamot	15 mL	\$450.00	\$270.00	35.00	\$
41040406	Black Pepper	5 mL	\$355.00	\$215.00	28.00	\$
49350406	Cardamom	5 mL	\$410.00	\$245.00	31.00	\$
30020406	Cassia	15 mL	\$305.00	\$185.00	24.00	\$
49300306	Cedarwood	15 mL	\$210.00	\$125.00	16.00	\$
41850406	Cilantro	15 mL	\$425.00	\$255.00	33.00	\$
30030406	Cinnamon Bark	5 mL	\$340.00	\$205.00	26.00	\$
30420406	Clary Sage	15 mL	\$590.00	\$355.00	46.00	\$
30040406	Clove	15 mL	\$225.00	\$135.00	17.00	\$
30780406	Coriander	15 mL	\$425.00	\$255.00	33.00	\$
30050306	Cypress	15 mL	\$250.00	\$150.00	19.00	\$
31590306	Douglas Fir	5 mL	\$370.00	\$219.00	28.00	\$
30060306	Eucalyptus Radiata	15 mL	\$225.00	\$135.00	17.00	\$
41290406	Fennel (Sweet)	15 mL	\$240.00	\$145.00	19.00	\$
30070406	Frankincense	15 mL	\$1160.00	\$700.00	90.00	\$
30090406	Geranium	15 mL	\$440.00	\$265.00	34.00	\$
30080406	Ginger	15 mL	\$475.00	\$285.00	37.00	\$
31630406	Ginger (New)	15 mL	\$630.00	\$380.00	48.50	\$
30100406	Grapefruit	15 mL	\$255.00	\$155.00	20.00	\$
30410406	Helichrysum	5 mL	\$1235.00	\$745.00	96.00	\$
49290406	Juniper Berry	5 mL	\$310.00	\$185.00	23.00	\$
30110406	Lavender	15 mL	\$340.00	\$205.00	26.00	\$
30120406	Lemon	15 mL	\$160.00	\$95.00	12.00	\$
30130406	Lemongrass	15 mL	\$160.00	\$95.00	12.00	\$
30870406	Lime	15 mL	\$210.00	\$125.00	16.00	\$
30140406	Marjoram	15 mL	\$305.00	\$185.00	24.00	\$
30150406	Melaleuca	15 mL	\$305.00	\$185.00	24.00	\$
30160406	Myrrh	15 mL	\$865.00	\$520.00	67.00	\$
30180406	Oregano	15 mL	\$390.00	\$235.00	30.00	\$
30890406	Patchouli	15 mL	\$475.00	\$285.00	37.00	\$
30190406	Peppermint	15 mL	\$315.00	\$190.00	24.00	\$
31570406	Peppermint Beadlet	1 bottle	\$190.00	\$112.00	14.50	\$
30200406	Rosemary	15 mL	\$225.00	\$135.00	17.00	\$
41860406	Hawaiian Sandalwood	5 mL	\$1015.00	\$610.00	78.00	\$
31610406	Spearmint	15 mL	\$470.00	\$283.00	36.50	\$
30220406	Thyme	15 mL	\$440.00	\$265.00	34.00	\$
30430406	Vetiver	15 mL	\$555.00	\$335.00	43.00	\$
30250306	White Fir	15 mL	\$325.00	\$195.00	25.00	\$
30170406	Wild Orange	15 mL	\$165.00	\$100.00	13.00	\$
31620306	Wintergreen (New)	15 mL	\$310.00	\$185.00	23.50	\$
30230306	Wintergreen	15 mL	\$255.00	\$155.00	20.00	\$
30240406	Ylang Ylang	15 mL	\$575.00	\$345.00	44.00	\$

Code	Product	Unit	Retail	Wholesale	PV	Total
Living & Accessories						
34050406	On Guard® Protecting Throat Drops	30 drops	\$230.00	\$140.00	16.00	\$
38010306	On Guard® Foaming Hand Wash	1 bottle	\$300.00	\$180.00	21.00	\$
38030306	On Guard® foaming dispenser	1 bottle	\$35.00	\$20.00	0.00	\$
38070306	On Guard® foaming wash + 2 dispensers	3 packs	\$365.00	\$220.00	21.00	\$
38140306	On Guard® Cleaner Concentrate	355mL	\$230.00	\$140.00	11.00	\$
38910306	On Guard® Natural Whitening Toothpaste	4 oz	\$135.00	\$80.00	5.50	\$
39000306	On Guard® Natural Whitening Toothpaste	2g/10 packs	\$50.00	\$30.00	0.00	\$
38980306	On Guard® Laundry Detergent	32 oz	\$410.00	\$245.00	23.00	\$
38900306	Deep Blue® Rub	4 oz	\$490.00	\$295.00	34.00	\$
60110306	Correct-X Essential Ointment	0.5 oz	\$190.00	\$115.00	14.00	\$
33300306	Cloud Diffuser	Single	\$1,460.00	\$875.00	50.00	\$
33150306	Petal Diffuser	Single	\$750.00	\$450.00	20.00	\$
32120006	Wooden Box (holds 25 vials)	Single	\$240.00	\$145.00	0.00	\$
30260306	Fractionated Coconut Oil	3.8 oz	\$190.00	\$115.00	15.00	\$
47010306	Chinese Product Guide	Single	N/A	\$20.00	0.00	\$
47500306	Chinese Product Guide	10 Packs	N/A	\$150.00	0.00	\$
48720306	HK Single Intro Kit 101 Booklet	1 pc	\$5.00	\$5.00	0.00	\$
47030006	Cap Stickers (English)	Single	\$35.00	\$20.00	0.00	\$
47030306	Cap Stickers (Chinese)	Single	\$35.00	\$20.00	0.00	\$
48480306	Family Essential Uses Booklet	Single	\$100.00	\$100.00	0.00	\$
50110006	Keychain (Black, holds 8 vials)	Single	\$110.00	\$65.00	0.00	\$
44360006	Keychain (Purple, holds 8 vials)	Single	\$110.00	\$65.00	0.00	\$
43300306	Product Sample Card	20 pcs in 2 packs	\$50.00	\$50.00	0.00	\$

Code	Product	Unit	Retail	Wholesale	PV	Total
Proprietary dōTERRA® Essential Oil Blends						
31200306	AromaTouch®	15 mL	\$430.00	\$260.00	33.00	\$
31010306	Balance®	15 mL	\$330.00	\$200.00	26.00	\$
49370306	Breathe™ (New)	15 mL	\$330.00	\$195.00	25.00	\$
31020306	Citrus Bliss®	15 mL	\$240.00	\$145.00	18.50	\$
37170306	Clear Skin Roll On	10 mL	\$350.00	\$210.00	27.00	\$
31050306	Deep Blue®	5 mL	\$540.00	\$325.00	42.00	\$
31030406	DigestZen®	15 mL	\$515.00	\$310.00	40.00	\$
31040306	Elevation	15 mL	\$615.00	\$370.00	47.00	\$
41840306	InTune®	10 mL	\$575.00	\$345.00	44.00	\$
31100406	On Guard®	15 mL	\$530.00	\$320.00	41.00	\$
31580406	On Guard® Beadlet	1 bottle	\$240.00	\$146.00	18.50	\$
31360306	Past Tense®	5 mL	\$155.00	\$100.00	13.00	\$
31060306	Purify	15 mL	\$300.00	\$180.00	23.00	\$
37140306	Salubelle	10 mL	\$1,155.00	\$695.00	89.00	\$
31090306	Serenity™	15 mL	\$490.00	\$295.00	38.00	\$
31370406	Slim & Sassy®	15 mL	\$415.00	\$250.00	32.00	\$
35270306	Solace® Roll On	10 mL	\$400.00	\$240.00	31.00	\$
31190306	Terrashield®	15 mL	\$160.00	\$95.00	12.00	\$
31080306	Whisper™	5 mL	\$400.00	\$240.00	31.00	\$
31460406	Zendocrine®	15 mL	\$405.00	\$245.00	31.00	\$

Code	Product	Unit	Retail	Wholesale	PV	Total
Essential Oil Kits						
32180406	Introductory Essential Oil Kit	Single	\$325.00	\$195.00	20.00	\$
32790406	Family Physician® Essential Collection Kit	Single	\$2,025.00	\$1,220.00	145.00	\$
32570406	AromaTouch® Technique Kit	Single	\$1,620.00	\$975.00	112.50	\$
20450306	Class in a box	Single	N/A	\$240.00	0.00	\$

Code	Product	Unit	Retail	Wholesale	PV	Total
Wellness						
20670406	HK Prime Pack	3 bottles	\$2,390.00	\$680.00	60.00	\$
34180406	Alpha CRS+®	120 Veggie Caps	\$1,080.00	\$650.00	76.50	\$
41740406	DDR Prime™ Softgel	60 softgels	\$855.00	\$515.00	60.50	\$
35310406	Mito2Max™	120 Veggie Caps	\$455.00	\$275.00	27.50	\$
35040406	GX Assist®	60 softgels	\$415.00	\$250.00	29.00	\$
35160406	PB Assist+®	30 veggie caps	\$550.00	\$330.00	38.50	\$
35320406	IQ Mega™	150 mL	\$550.00	\$330.00	33.50	\$
35430406	DigestZen® Softgel	60 Veggie Softgels	\$320.00	\$190.00	17.00	\$
49310406	TriEase™ Softgel	60 Veggie Softgels	\$360.00	\$215.00	23.00	\$
35420406	On Guard® Softgel	60 Veggie Softgels	\$400.00	\$240.00	23.50	\$
34270406	Slim & Sassy® Softgel	30 Veggie Softgels	\$550.00	\$330.00	40.00	\$
34280406	Zendocrine® SoftGel	60 Veggie Softgels	\$390.00	\$235.00	30.00	\$

Code	Product	Unit	Retail	Wholesale	PV	Total
Spa						
37160306	Hydrating Cream	1.7 oz	\$555.00	\$335.00	38.50	\$
37380306	VERAGE™ Cleanser	2 oz	\$410.00	\$245.00	31.00	\$
37390306	VERAGE™ Toner	1.7 oz	\$360.00	\$215.00	27.00	\$
37400306	VERAGE™ Salubelle Hydrating Serum	0.5 oz	\$1,060.00	\$640.00	82.00	\$
37410306	VERAGE™ Moisturizer	1 oz	\$460.00	\$275.00	35.00	\$
42690306	VERAGE™ Skin Care Collection	1 set	\$1,390.00	\$835.00	89.00	\$
49420306	HD Clear™ Foaming Face Wash	1.7 oz	\$340.00	\$205.00	26.00	\$
49400306	HD Clear™ (Roll On)	10 mL	\$340.00	\$205.00	26.00	\$
49410306	HD Clear™ Facial Lotion	1.7 oz	\$560.00	\$335.00	43.00	\$
42700306	HD Clear™ Facial Kit	1 set	\$760.00	\$455.00	50.00	\$
36100306	Hand & Body Lotion	6.7 oz	\$230.00	\$140.00	16.00	\$
36120306	Hand & Body Lotion 3-pack + Essential Oil Mood Management Kit	7 packs	\$1,860.00	\$1,120.00	110.00	\$
36200306	Citrus Bliss® Hand Lotion	2.5 oz	\$120.00	\$75.00	6.50	\$
36170001	Rose Healing Hand Lotion	3.3 oz	\$200.00	\$200.00	0.00	\$

Code	Product	Unit	Retail	Wholesale	PV	Total
Salon Essentials						
36210306	Salon Essentials Root to Tip Serum	30 mL	\$565.00	\$340.00	39.50	\$
36270306	Salon Essentials Healthy Hold Glaze	120 mL	\$290.00	\$175.00	17.00	\$
36220306	Salon Essentials Protecting Shampoo	250 mL	\$315.00	\$190.00	22.00	\$
36230306	Salon Essentials Smoothing Conditioner	250 mL	\$375.00	\$225.00	26.00	\$
36280306	Salon Essentials Hair Care System	1 set	\$1,255.00	\$755.00	78.50	\$
36260306	Salon Essentials Shampoo & Conditioner LRP only	2 bottles	\$455.00	\$275.00	26.00	\$
36240306	Shampoo 2-Pack LRP only	2 bottles	\$400.00	\$240.00	22.00	\$
36250306	Conditioner 2-Pack LRP only	2 bottles	\$455.00	\$275.00	26.00	\$

AR Card on File **Total** \$

Cash \$

Credit Card Number#:

Exp Date:

Signature:

ENROLLMENT KIT OPTIONS

FREE WHOLESALE MEMBERSHIP WITH ENROLLMENT KIT PURCHASE

FREE
SLIM &
SASSY OIL

Plus Future
Loyalty Discounts
Starting at 10%



FAMILY PHYSICIAN® ESSENTIAL COLLECTION AND SLIM & SASSY® ESSENTIAL OIL KIT

1

140 PV \$1,500

INCLUDES: 5 mL bottles of Lavender, Lemon, Peppermint, Breathe™, Melaleuca, Oregano, Frankincense, Deep Blue®, DigestZen®, On Guard®, 15 mL Slim & Sassy®, Enrollment & Welcome Pack

SAVE
\$120

Plus Future
Loyalty Discounts
Starting at 10%



NUTRITIONAL ENROLLMENT KIT

2

160 PV \$1,388

INCLUDES: PB Assist®, GX Assist®, Digestzen® Softgel, Slim & Sassy® Softgel, TriEase™ Softgel, Intro EO Kit, Enrollment & Welcome Pack

SAVE
\$575

Plus Future
Loyalty Discounts
Starting at 10%



HOME ESSENTIAL KIT

3

300 PV \$2,875

INCLUDES: 15 mL bottles of Lavender, Lemon, Peppermint, Breathe™, Melaleuca, Oregano, Frankincense, DigestZen®, 5 mL Deep Blue®, Petal Diffuser, Enrollment & Welcome Pack

SAVE
\$882

+100
PRODUCT
CREDITS

Plus Future
Loyalty Discounts
Starting at 15%



PREMIUM KIT

4

480 PV \$5,350

INCLUDES: 5 mL bottles of AromaTouch®, DigestZen®, Wild Orange, Oregano, Balance®, Deep Blue®, PastTense®, 15 mL bottles of Lavender, Peppermint, Lemon, On Guard®, Breathe™, Lime, Elevation, Frankincense, Melaleuca, Citrus Bliss®, Slim & Sassy®, Grapefruit, Lemongrass, Marjoram, Purify, Serenity™, Eucalyptus Radiata, Fractionated Coconut Oil (3.8 oz), Sample Vials (12), Wooden Box, Petal Diffuser, Enrollment & Welcome Pack

SAVE
\$747

+200
PRODUCT
CREDITS

Plus Future
Loyalty Discounts
Starting at 20%



OIL SHARING KIT

5

1120 PV \$11,150

INCLUDES: Petal Diffuser, Opportunity Brochure (10), Product Guide (10), Sample Vials (36), Cap Stickers For Common Oils (5 Sheets), Sample Keychain (Black), Fractionated Coconut Oil (3.8 oz), Enrollment & Welcome Pack. Class in a Box (2). Oils included are:

1 Bottle of:
• Coriander
• Grapefruit
• Oregano
• Citrus Bliss®
• Elevation
• Serenity™

2 Bottles of:
• Frankincense
• Lemon
• Wild Orange
• AromaTouch®
• PastTense® (5 mL)
• Slim & Sassy®

3 Bottles of:
• Breathe™
• DigestZen®
• Lavender
• Melaleuca
• On Guard®
• Peppermint

5 Bottles of:
• Deep Blue® (5 mL)

SAVE
\$2,505

+400
PRODUCT
CREDITS

Plus Future Loyalty
Discounts Starting at 25%

DIAMOND KIT

6

2200 PV \$21,700

INCLUDES: Petal Diffuser, Fractionated Coconut Oil (3.8 oz), Canvas Bag, Salon Essentials Hair Care System, AromaTouch® Kit, Family Physician® Essential Collection Kit, On Guard® Foaming Hand Wash with 2 Dispensers, On Guard® Whitening Toothpaste, HD Clear® Foaming Face Wash, Hand and Body Lotion, Hydrating Cream, Verage™ Skin Care Collection, Deep Blue® Rub, Mito2Max™, Alpha CRS+®, DDR Prime™ Softgel, Product Guide (10), Hong Kong Single Intro Kit, Sample Vials (12), Enrollment & Welcome Pack. Oils included are:

- Basil
- Bergamont
- Black Pepper
- Cassia
- Cilantro
- Cinnamon Bark
- Clary Sage
- Clove
- Coriander
- Cypress
- Eucalyptus Radiata
- Fennel
- Frankincense
- Gernanium
- Ginger
- Grapefruit
- Helichrysum
- Lavender
- Lemon
- Lemongrass
- Lime
- Marjoram
- Melaleuca
- Melissa
- Myrrh
- Oregano
- Patchouli
- Roman Chamomile
- Peppermint
- Rosemary
- Hawaiian Sandalwood
- Thyme
- Vetiver
- White Fir
- Wild Orange
- Wintergreen
- Ylang Ylang
- AromaTouch®
- Balance®
- Breathe™
- Citrus Bliss®
- HD Clear®
- Deep Blue® (5 mL)
- DigestZen®
- Elevation
- Salubelle
- InTune®
- On Guard®
- PastTense® (5 mL) x2
- Purify
- Serenity™
- Slim & Sassy®
- Solace®
- Terrashield®
- Whisper™
- Zendocrine®

SAVE
\$2,541

+400
PRODUCT
CREDITS

Plus Future Loyalty
Discounts Starting at 25%

dōTERRA SHARING KIT

7

2000 PV \$21,000

INCLUDES: 2 Oil Sharing Kits, Enrollment & Welcome Pack





MEMBERSHIP FORM FOR HK dōTERRA WELLNESS ADVOCATE

STEP 1 Fill in Personal Information

Applicant Name	Shipping Address	<input type="checkbox"/> Same as Billing Address
Co-Applicant Name (if applicable)		
Company Name (requires business application addendum, if applicable)	City, Country	
Government ID No. (Needed for potential earnings)	Primary Phone	
Billing Address	Mobile Phone	
City	Email Address	
Country	Date of Birth	Co-Applicant Date of Birth
Enroller	Sponsor (if different)	
Wellness Advocate No.	Wellness Advocate No.	

STEP 2 Enrollment Kit Options and Loyalty Discounts

<input type="checkbox"/> Family Physician® Essential Collection and Slim & Sassy® Essential Oil Kit • HK\$1,500.00 • 140 PV <input type="checkbox"/> Nutritional Enrollment Kit • HK\$1,388.00 • 160 PV <input type="checkbox"/> Home Essential Kit • HK\$2,875.00 • 300PV	<input type="checkbox"/> Premium Kit • Save HK\$882.00 • Cost HK\$5,350.00 • 480 PV • +100 Product Credits	<input type="checkbox"/> Oil Sharing Kit • Save HK\$747.00 • Cost HK\$11,150.00 • 1120 PV • +200 Product Credits	<input type="checkbox"/> Diamond Kit • Save HK\$2,505.00 • Cost HK\$21,700.00 • 2200 PV • +400 Product Credits <input type="checkbox"/> dōTERRA Sharing Kit • Save HK\$2,541.00 • Cost HK\$21,000.00 • 2000 PV • +400 Product Credits	<input type="checkbox"/> Enrollment and Welcome Pack • HK\$280.00 • 0 PV *To receive Fast Track Benefits, new members will need to place a 100 PV LRP order the month following. *Points will be redeemable 60 days following enrollment if qualifications are met.
Fast Track Program	Fast Track Program	Fast Track Program	Fast Track Program	Fast Track Program
1-3 consecutive months 10%	4-6 consecutive months 15%	7-9 consecutive months 20%	10-12 consecutive months 25%	13+ consecutive months 30%
40% Wholesale Discount				40%

Loyalty Rewards Points As a Loyalty Rewards participant, you can earn up to 30% of your purchase value in product credits that can be redeemed for FREE product.

STEP 3 Monthly Loyalty Rewards Program (Optional)

POPULAR LOYALTY PRODUCTS					
QTY	Products	PV	QTY	Products	PV
	On Guard® Laundry Detergent	23		Lemon	12
	Intro Kit	20		Lavender	26
	On Guard® Toothpaste	5.5		On Guard®	41
	IQ Mega™	33.5		Digestzen®	40
	Mito2Max™	27.5		Frankinsence	90
	VERÁGE™ Skin Care Collection	89		Deep Blue® Rub	34

Desired date to have savings processed by _____ (1 - 28)

(Note: First order Loyalty Rewards will be processed in the month following your enrollment)

Ship to address above
 Pick up at HK Will Call

Loyalty Club Product of the Month Process your order between the 1st and 15th of each month with a PV of 125 or higher and receive the Product of the Month for **FREE**. (Each account can receive product of the month one time only in a month.)

STEP 4 Acknowledge Terms on Back by Signing

I want to be a dōTERRA Member and Wellness Advocate with dōTERRA Global Holdings, Limited. Please charge my payment method for the items and programs requested above. I have read and agree to the terms and conditions found on the back of this Wellness Advocate Agreement (form 2011-C) and the policies found in the dōTERRA Policy Manual. I agree that I do not currently have an interest in any dōTERRA account, or if I do have or ever had such an interest, my application for this account does not violate dōTERRA policies. (This form can also be found at www.doterratools.com)

Applicant Signature	Co-Applicant Signature	Date
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Physical credit card information will be shredded upon order approval. Electronic credit card information will be stored on dōTERRA's database.

Credit Card No.	Verification Code	Expiration Date	<input type="checkbox"/> Cash
Name as it appears on CC	Would you like this card to remain on file with dōTERRA for future standard or LRP purchases?		<input type="checkbox"/> Yes <input type="checkbox"/> No

← Sign the Back

1. **Obligations and Representations.** I understand that as a Wellness Advocate of dōTERRA Global Holdings, Limited ("dōTERRA"):
- I must be of legal age in the state in which I reside.
 - I have the right to offer for sale dōTERRA products and services in accordance with the terms and conditions of this Wellness Advocate Agreement.
 - I have the right to build a dōTERRA sales organization.
 - I will train and motivate the Wellness Advocates in my downline marketing organization.
 - I will comply with all federal, state, county, and municipal laws, ordinances, rules, and regulations, and shall make all reports and remit all withholdings or other deductions as may be required by any federal, state, county, or municipal law, ordinance, rule, or regulation.
 - I will perform my obligations as a Wellness Advocate with honesty and integrity.
 - I will use only the sales agreements and order forms which are provided by dōTERRA for the sale of goods and services, and I will follow all policies and procedures established by dōTERRA for the completion and processing of such agreements and orders.
2. **Presenting dōTERRA Products and Services.** I agree to present the dōTERRA Compensation Plan and dōTERRA products and services as set forth in official dōTERRA literature and presentations.
3. **Independent Contractor Status.** I agree that as a dōTERRA Wellness Advocate, I am an independent contractor [and not an employee, agent, partner, legal representative or franchisee of dōTERRA]. I am not authorized to and will not incur any debt, expense, or obligation, or open any checking account on behalf of, for, or in the name of dōTERRA. I understand that I shall control the manner and means by which I operate my dōTERRA business, subject to my compliance with this Wellness Advocate Agreement, the dōTERRA Policy Manual, and the dōTERRA Sales Compensation Plan (all of which are collectively referred to as the "Contract"). I agree that I will be solely responsible for paying all expenses I incur, including but not limited to travel, food, lodging, secretarial, office, long distance telephone, and other expenses. I UNDERSTAND THAT I WILL NOT BE TREATED AS AN EMPLOYEE OF dōTERRA FOR FEDERAL OR STATE TAX PURPOSES. I acknowledge and agree that dōTERRA is not responsible for withholding and shall not withhold or deduct from my bonuses and commissions, if any, FICA, or taxes of any kind, unless such withholding becomes legally required. I agree to be bound by all sales tax collection and remittance agreements between dōTERRA, all appropriate taxing jurisdictions, and all related rules and procedures.
4. **dōTERRA Policies.** I have carefully read and agree to comply with the dōTERRA Policy Manual and the dōTERRA Sales Compensation Plan, both of which are incorporated into the Wellness Advocate Agreement by this reference and become part of the Contract. I understand that I must be in good standing and not in violation of any of the terms of the Contract in order to be eligible to receive any bonuses or commissions from dōTERRA. I understand that the Contract, including this Wellness Advocate Agreement, the dōTERRA Policy Manual, and the dōTERRA Sales Compensation Plan, may be amended at any time at the sole discretion of dōTERRA, and I agree that upon 30 days notice any such amendment will apply to me. Notification of amendments will be published in official dōTERRA materials including the Company's official website. The continuation of my dōTERRA business or my acceptance of bonuses or commissions shall constitute my acceptance of any and all amendments to the contract.
5. **Term and Termination.** The term of this Contract and each subsequent renewal is one year. Unless a party notifies the other of its intent to terminate the Contract, I understand and agree that the Contract is renewed automatically each year on its anniversary date. I understand and agree that I will need to pay a renewal fee each year to renew my Contract with dōTERRA. I agree that dōTERRA may automatically charge my credit card each year in the amount of \$25.00 during the anniversary month of my Contract. dōTERRA may terminate my account at any time for violation of the terms and conditions of the Contract including any amendments thereto. If my Contract is canceled or terminated for any reason, I understand and agree that I will permanently lose all rights as a Wellness Advocate and I shall not be eligible to sell dōTERRA products or services or to receive commissions, bonuses, or

- other remuneration from the activities of my former downline sales organization. In the event of cancellation, termination, or nonrenewal, I agree to forfeit and waive all rights I have, including but not limited to property rights, to my former downline organization, and to any commissions, bonuses, or other remuneration derived through the sales and other activities of my former downline organization. If my Contract is not renewed, or if it is cancelled or terminated for any reason, I agree to immediately discontinue use of any and all dōTERRA trademarks, service marks, and copyrighted materials. I also agree that during the term of this Contract and for one (1) year following the termination or cancellation of this Contract, regardless of the reason for termination or cancellation, I will not directly or indirectly solicit or recruit, as defined in the dōTERRA Policy Manual, any dōTERRA Wellness Advocate who is in my current or former downline organization or with whom I became acquainted by virtue of my participation as a dōTERRA Wellness Advocate.
6. **Assignment.** I may not assign any rights or delegate my duties under this Contract without the prior written consent of dōTERRA. dōTERRA may freely assign the Contract at any time. Any attempt to transfer or assign the Contract without the express written consent of dōTERRA renders the Contract terminable at the option of dōTERRA and may result in termination of my business.
7. **Breach of the Agreement.** I understand that if I fail to comply with the terms of my Contract, dōTERRA may, in its sole discretion, impose upon me disciplinary action as set forth in the Policy Manual. If I am in breach, default, or violation of the Contract at termination, I shall not be entitled to receive any further bonuses or commissions, whether or not the sales for such bonuses or commissions have been completed. If I fail to pay for products or services when payment is due or am indebted to dōTERRA for any reason, including but not limited to for commissions or bonuses paid on returned product, I authorize dōTERRA to withhold and retain the appropriate amounts from my bonus or commission checks or to charge my credit cards or other accounts which I have placed on file with dōTERRA.
8. **Limitation of Liability and Indemnification.** dōTERRA, its members, managers, directors, officers, shareholders, employees, assigns, and agents (collectively referred as "affiliates"), shall not be liable for special, indirect, incidental, consequential, punitive, or exemplary damages. If dōTERRA is found to be in breach of the Contract, the maximum amount of damages I may claim shall be limited to the amount of unsold inventory that I personally purchased from the company and have remaining on hand. I release and agree to indemnify dōTERRA and its affiliates from any and all liability, damages, fines, penalties, or other awards or settlements arising from, or relating to my actions in the promotion or operation of my dōTERRA independent business and any activities related to it (for example, but not limited to, the presentation of dōTERRA products or Sales Compensation Plan, the operation of a motor vehicle, the lease of meeting or training facilities, the making of any unauthorized claims, the failure to comply with any applicable federal, state, or municipal law or regulation, etc.).
9. **Entire Agreement.** This Wellness Advocate Agreement, the Sales Compensation Plan, and the Policy Manual, in their current forms and as amended by dōTERRA in its discretion, together constitute the entire agreement and Contract between dōTERRA and myself. Any promises, representations, offers, or other communications not expressly set forth in this Wellness Advocate Agreement and Contract are of no force or effect. To the extent of any conflict or inconsistency between this Wellness Advocate Agreement and the Policy Manual (in their current form or as subsequently modified), the Policy Manual shall govern.
10. **Waiver and Severability.** Any waiver by dōTERRA of any breach of the Contract must be in writing and signed by an authorized officer of dōTERRA. Waiver by dōTERRA of any breach of my Contract by me shall not operate or be construed as a waiver of any subsequent breach. If any provision of the Contract is held to be invalid or unenforceable, such provision shall be reformed only to the extent necessary to make it enforceable and the balance of the Contract will remain in full force and effect.
11. **Survival.** Sections 5, 8, 9, 10, 12, 13, 16, and 17 of this Wellness Advocate Agreement, as well as the covenants to protect dōTERRA's trade secrets, confidential information, intellectual property, and other proprietary materials, as

set forth more fully in the Policy Manual, shall survive the termination of the Contract.

12. **Resolution of Conflicts.** In the event of any dispute, claim, question, or disagreement arising from or relating to this Wellness Advocate Agreement or the Contract or the breach thereof, the parties hereto shall use their best efforts to settle the dispute, claim, question, or disagreement. To this effect, they shall consult and negotiate with each other in good faith and, recognizing their mutual interests, attempt to reach a just and equitable solution satisfactory to both parties. If they do not reach such solution within a period of 60 days, then, upon notice by either party to the other, all disputes, claims, questions, or differences shall be finally settled by arbitration administered in Provo, Utah, by the American Arbitration Association in accordance with the provisions of its Commercial Arbitration Rules. Judgment on the award rendered by the arbitrator(s) may be entered in any court having jurisdiction thereof. This agreement to arbitrate shall survive any termination or expiration of the Contract. Notwithstanding this arbitration provision, nothing herein shall prevent dōTERRA from applying to and obtaining from any court having jurisdiction a writ of attachment, a temporary restraining order, preliminary injunction, permanent injunction, or other relief available to safeguard and protect dōTERRA's interest prior to, during, or following the filing of any arbitration or other proceeding or pending the rendition of a decision or award in connection with any arbitration or other proceeding.
13. **Governing Law.** The parties consent to exclusive jurisdiction and venue before any federal court in Salt Lake County and any state court in Utah County, State of Utah, for purposes of seeking equitable relief and/or enforcing an award by an arbitrator or any other matter not subject to arbitration. If the law of the state in which the applicant resides prohibits consensual jurisdiction and venue provisions for purposes of arbitration and litigation, that state's law shall govern issues relating to jurisdiction and venue. I agree that notwithstanding any statute of limitation to the contrary that any claim or action I wish to bring against dōTERRA for any act or omission relating to the Contract must be brought within one (1) year from the date of the alleged act or omission giving rise to the claim or cause of action. Failure to bring such action within the permitted time shall act as a bar against all claims against dōTERRA for such act or omission. I waive any and all claims or rights to have any other statute of limitation apply.
14. **Use of Name and Image.** I authorize dōTERRA to use my name, photograph, personal story, and/or likeness in advertising or promotional materials and waive all claims to remuneration for such use.
15. **Electronic Communication.** I authorize dōTERRA and its affiliates to communicate with me through electronic mail or fax at the email address or fax number or Whatsapp provided in this Wellness Advocate Agreement. I understand that such email may include offers or solicitations for the sale and purchase of dōTERRA products, sales aids, or services.
16. **Counterparts.** Faxed copies of this Wellness Advocate Agreement shall be deemed an original. To be valid, copies submitted to dōTERRA by fax must include the front and back of the document.
17. **Data Protection.** I give consent for dōTERRA to process the personal data contained in this application/agreement and to transfer this personal data, together with information about this Wellness Advocate account's future sales activities, to any of dōTERRA's worldwide subsidiaries and affiliated companies, and to other Wellness Advocates who are in the same sales organization or distribution chain, for the sole purpose of administering the sales and distribution of dōTERRA products and providing reports to its Wellness Advocates of sales activity in their sales organizations. I understand that this transfer of information may be made to countries without a level of legal protection of privacy equivalent to that provided in my home country. I understand that if I receive sales reports containing personal data of other Wellness Advocates, I agree that I will not use such data except in the administration and development of my sales organization, and that upon termination of my Contract, I will immediately delete all such personal data from my files, except as otherwise required by law. The parties agree that this obligation survives the termination of the Contract.

Signature

dōTERRA®

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