

Natural Solutions

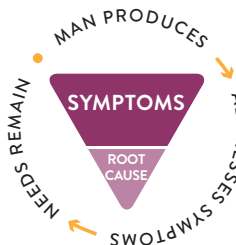
for healthy, empowered living

Do you need safe, effective, and affordable health solutions?

YOU HAVE CHOICES

Modern Approach

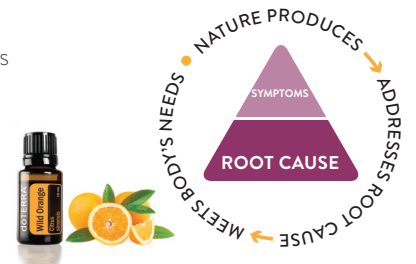
- Designed to manage symptoms
- Made from isolated synthetic agents
- Side effects (known and unknown)
- \$6.5 trillion/year spent on global healthcare
- Are we healthier?



or

Natural Approach

- Addresses body's needs and root causes
- Extracted from plants
- Enhances physical and emotional health
- Safe benefits without side effects



ESSENTIAL OILS ARE EFFECTIVE



Peppermint leaf oil sac



Essential Oils Pass Through Cell Membrane



Peppermint tea

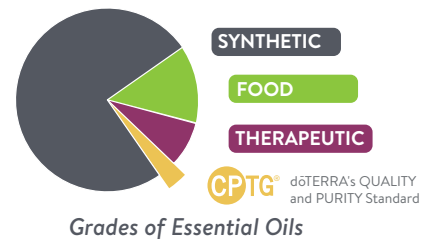
1 drop of Peppermint oil

Natural, Effective, and Safe

- Natural aromatic compounds extracted and distilled from plants for health benefits.
- Contain hundreds of different compounds, providing complex and versatile abilities to combat threats without building up resistance.
- Work with the body to address issues and root causes on a cellular level.
- Affordable. Peso per dose!

dōTERRA IS SAFE AND PURE

Why a new standard of quality?



Grades of Essential Oils

Most tested. Most trusted.

- Plants harvested in their natural habitat.
- Verified pure; free of fillers and harmful contaminants.
- Stringent third party testing ensures authenticity and potency.

HOW TO USE dōTERRA ESSENTIAL OILS



AROMATIC

- Breathe in or use diffuser to:
- Open airways
 - Boost mood
 - Freshen the air



TOPICAL

- Apply to bottoms of feet or areas to target specific needs.



INTERNAL

- Drop in water or add in food.



PEPPERMINT

- Cool the skin
- Stay alert
- Promotes feeling of clear airways



dōTERRA DEEP BLUE[®] SOOTHING BLEND

- Apply pre/post workout
- Use for comforting massage
- Apply on body after a long day
- Apply on lower back after heavy lifting



ON GUARD[®] PROTECTIVE BLEND

- Add in water or food
- Powerful surface cleaner

Live Empowered

Be prepared for anything



Be refreshed with self-care



Be renewed with daily habits



1. WHAT ARE YOUR TOP HEALTH PRIORITIES?



I want to feel less:

①

②

③

I want to feel more:

①

②

③

2. ARE YOU READY TO DISCOVER SIMPLE SOLUTIONS?

dōTERRA

1 BREATHE® CLEAR BLEND

- Maintain feelings of clear airways and easy breathing
- Diffuse at night or during change of seasons

2 DIGESTZEN® SUPPORTIVE BLEND

- Rub on the skin for soothing massage
- Apply for a comforting and calming effect on the abdomen

3 PASTTENSE® RELAXATION BLEND

- Promote grounding and balanced emotions
- Aroma ease stressful feelings

4 MELALEUCA (TEA TREE)

- Rejuvenate and cleanse skin
- Relieve skin irritation
- Clean surfaces

5 LAVENDER

- Apply to soothe skin
- Diffuse to promote relaxation
- Apply after a long day in the sun

6 SERENITY™ RESTFUL BLEND

- Aroma promotes relaxation
- Massage into feet to lessen feelings of tension
- Aroma calms the mind and soothes the senses

7 FRACTIONATED COCONUT OIL

- Unscented carrier oil
- Great for delivering essential oils to sensitive skin
- Sustained delivery on specific locations
- Use for dilution

8 AROMATOUGH® MASSAGE BLEND

- Comfort and relax
- Enhance massage
- Promote feelings of relaxation and lessens tension

9 FRANKINCENSE

- King of the oils
- Promote feelings of balance
- Apply for beautiful and radiant skin

10 LEMON

- Natural cleansing agent
- Diffuse to neutralize odors
- Cleans surfaces

11 ADAPTIV™ TOUCH

- Create a calming atmosphere
- Ease tension and relief fatigue
- Promote Mind Wellness

12 CRS & DDR DUO

- ALPHA CRS+®: Antioxidant, cellular energy, and longevity
- DDR Prime® Softgels: Promote cellular health

3. BE HEALTHY WITH DAILY HABITS

Need more energy, lesser discomfort, and better mood to improve the quality of your life? Try these daily habits.

Alpha CRS+®: 2 capsules every morning and noon meals

DDR Prime® softgels: 1 softgel every morning and noon meals

Lemon: 2-3 drops , 2-3x/day

Frankincense: 2-3 drops/day

On Guard®: 2-3 drops/day on bottoms of feet

Adaptiv™ Touch: Apply pulse points, neck, shoulder, wrists and temples

Balance®: 2-3 drops/day on bottoms of feet

Copaiba: 2-3 drops/day

On Guard® Toothpaste : Brush AM & PM

Choose the best kit for you

RETAIL
Order through your Wellness Advocate.

OR

WHOLESALE
25% below retail. Membership is FREE with any Enrollment Kit!

A dōTERRA® wholesale membership (like S&R or Landers) is 1,500 or FREE with these Enrollment Kits. Renew annually for 1,000. Receive a FREE 15 mL Peppermint oil with renewal! (1,425 wholesale value.)

OILS COLLECTION KIT

60215879 | 1,300 PV
₱98,000

SAVE+
₱44,875



Includes: 44 Essential Oils, 33 Essential Oil Blends, dōTERRA Kids Collection Kit, Essential Aromatics Kit, Petal Diffuser 2.0, Wooden Box and Introductory Packet

HOME ESSENTIALS KIT

60206475 | 250PV
₱18,000

SAVE+
₱7,775



Includes: 15mL bottles of Frankincense, Lavender, Lemon, Melaleuca (Tea Tree), Oregano, Peppermint, dōTERRA Breathe® Deep Blue® 5mL, DigestZen®, dōTERRA On Guard®, Adaptiv Touch 10mL, Fractionated Coconut Oil, Petal Diffuser 2.0 and Introductory Packet.

FAMILY ESSENTIALS KIT WITH FRACTIONATED COCONUT OIL

60209525 | 130PV
₱8,500

SAVE+
₱1,274



Includes: 5mL bottles of Frankincense, Lavender, Lemon, Melaleuca (Tea Tree), Oregano, Peppermint, dōTERRA Breathe®, DigestZen®, dōTERRA On Guard®, 5mL Deep Blue®, Fractionated Coconut Oil and Introductory Packet

Add P2,000
Get 1 Pilot Diffuser



60216299 | 130PV
₱10,500

NATURAL SOLUTIONS KIT

60212144
 ₱29,500 | 400PV



SAVE †
 ₱15,950

Includes: 15mL Essential Oils: Frankincense, Lavender, Lemon, Melaleuca (Tea Tree) and Peppermint; 5mL Essential Oil: Oregano and Copaiba; 15mL Essential Oil Blends; doTERRA AromaTouch®, Balance®, Breathe®, DigestZen®, On Guard®, Serenity™ and Smart & Sassy™; 5mL Essential Oil Blend; doTERRA Deep Blue®; 10mL Essential Oil Blends; Adaptiv™ Touch and PastTense®; Supplement: CRS & DDR Duo; Other Products; Fractionated Coconut Oil, Peppermint Beadlet, On Guard® Beadlet, Correct X, doTERRA Spa Refreshing Body Wash, Spa Moisturing Bath Bar, On Guard® Natural Whitening Toothpaste, On Guard® Foaming Hand Wash with 2 Dispensers, Petal Diffuser 2.0, Wooden Box, Purple Key Chain and Introductory Packet

THE SMARTEST WAY TO BUY: *Loyalty Rewards*

- Place a monthly LRP order of 50+PV to earn free product points.* Change or cancel any time.
- Percentage of FREE Product Points increases by 5% every 3 months up to 30%!



Receive the free Oil of the Month with 125+ PV LRP order placed before the 15th of the month.

Starting Product Point %:



Product returns: See doTERRA Return Policy for details.

*Product points awarded after placing 50+PV LRP order the following month †Personal Volume. For most products 53=1 PV ‡Savings off of wholesale price

Changing *Lives*

WHOSE LIVES DO YOU WANT TO CHANGE?

CHANGE MY LIFE!



Live THE WELLNESS LIFESTYLE

"Every time you buy a bottle of dōTERRA essential oil, you are changing someone's life." – Emily Wright

Get your *Live* Guide and schedule your lifestyle overview

- Get the best results with your products for you and your family.
- Maximize your wholesale membership benefits.

CHANGE OTHERS' LIVES!



share WITH OTHERS

Get your *Share* Guide and schedule your hosting overview

- Host a class and help friends and family find natural solutions.
- Earn free products and more!

CHANGE MY FUTURE!



COMING SOON!

build AN INCOME & MAKE AN IMPACT

Get your *Build* Guide and schedule your business overview

- Launch your dōTERRA business with proven training and powerful support.
- Create lasting residual income and greater freedom in your life!†



CHANGE THE WORLD:

Every purchase changes the lives of growers and their communities for the better through dōTERRA Co-Impact Sourcing and dōTERRA Healing Hands™ initiatives.

†Results vary. See dōTERRA Compensation Plan at doterra.com/PH/en_PH/.

*dōTERRA improves lives every day all around the world.
Join us in making this world a healthier, happier place.*

PRODUCT PRICE LIST

Disclaimer: This information is intended for educational purposes only and is not meant to substitute for medical care or to prescribe treatment for any specific health condition. Please see a qualified health care provider for medical treatment. These statements have not been evaluated by the Food and Drug Administration. These products are not intended to diagnose, treat, cure, or prevent any disease.

Qty	SKU	Essential Oils	Unit	Retail (P)	WHSL (P)	PV
ESSENTIAL OILS - SINGLE OILS						
	60209166	Arborvitae	5 mL	1,950	1,450	24
	60206292	Basil	15 mL	2,050	1,550	26
	60206293	Bergamot	15 mL	2,600	1,950	33
	60208840	Black Pepper	5 mL	1,950	1,450	24
	60208841	Cardamom	5 mL	2,250	1,700	29
	60208838	Cedarwood	15 mL	1,150	850	14
	60209169	Cilantro	15 mL	2,250	1,700	29
	60206289	Cinnamon	5 mL	2,050	1,550	26
	60206522	Clary Sage	15 mL	3,150	2,375	40
	60208874	Clove	15 mL	1,400	1,050	18
	60206311	Copaiba	15 mL	3,000	2,250	38
	60206294	Coriander	15 mL	2,150	1,600	27
	60206325	Cypress	15 mL	1,350	1,000	17
	60206324	Eucalyptus	15 mL	1,450	1,100	19
	60206340	Fennel	15 mL	1,350	1,000	17
	60206230	Frankincense	15 mL	5,900	4,425	69
	60208873	Geranium	15 mL	2,650	2,000	34
	60206329	Ginger	15 mL	3,600	2,700	45
	60206341	Grapefruit	15 mL	1,600	1,200	20
	60209168	Hawaiian Sandalwood	5 mL	6,050	4,550	66
	60206484	Helichrysum	5 mL	6,050	4,550	66
	60208898	Juniper Berry	5 mL	1,650	1,250	21
	60206158	Lavender	15 mL	2,000	1,500	25
	60206164	Lemon	15 mL	950	700	12
	60206373	Lemongrass	15 mL	850	650	11
	60206351	Lime	15 mL	1,150	850	14
	60208957	Marjoram	15 mL	1,650	1,250	21
	60206168	Melaleuca (Tea Tree)	15 mL	1,800	1,350	23
	60209038	Melissa	5 mL	10,000	7,500	110
	60206487	Myrrh	15 mL	5,150	3,850	55
	60206171	Oregano	15 mL	1,950	1,450	24
	60209170	Patchouli	15 mL	2,450	1,850	31
	60206129	Peppermint	15 mL	1,900	1,425	24
	60209040	Petitgrain	15 mL	2,200	1,650	28
	60210043	Pink Pepper	5 mL	1,950	1,450	24
	60206707	Roman Chamomile	5 mL	3,950	2,950	50
	60206385	Rosemary	15 mL	1,400	1,050	18
	60209042	Siberian Fir	15 mL	1,750	1,300	22
	60208789	Spearmint	15 mL	2,450	1,850	31
	60209174	Tangerine	15 mL	1,350	1,000	17
	60209173	Thyme	15 mL	2,600	1,950	33
	60209172	Vetiver	15 mL	3,600	2,700	45
	60206203	Wild Orange	15 mL	850	650	11
	60208791	Wintergreen	15 mL	1,950	1,450	24
	60206391	Ylang Ylang	15 mL	3,200	2,400	40
ESSENTIAL OILS - PROPRIETARY BLENDS						
	60212725	Adaptiv™ Touch	10 mL	1,750	1,300	22
	60212724	Adaptiv™	15 mL	3,250	2,450	41
	60206139	AromaTouch®	15 mL	2,450	1,850	31
	60206141	Balance®	15 mL	1,800	1,350	23
	60211282	Beautiful Touch	10 mL	1,650	1,250	20
	60206199	dōTERRA Breathe®	15 mL	1,950	1,450	24
	60206320	Citrus Bliss®	15 mL	1,600	1,200	20
	60209044	ClaryCalm™	10 mL	2,150	1,600	27
	60206254	dōTERRA Deep Blue®	5 mL	2,800	2,100	35
	60206255	dōTERRA Deep Blue® Roll On	10 mL	5,600	4,200	71
	60206313	DigestZen®	15 mL	2,850	2,150	36
	60206323	dōTERRA Elevation®	15 mL	3,750	2,800	47
	60206508	Fractionated Coconut Oil	4 fl. oz.	1,050	775	13
	60208881	HD Clear™	10 mL	1,800	1,350	23
	60206741	Immortelle®	10 mL	6,050	4,550	77
	60209046	InTune™	10 mL	3,000	2,250	38
	60206201	On Guard®	15 mL	2,950	2,200	37
	60206156	PastTense®	10 mL	1,650	1,250	21
	60206372	Purify®	15 mL	1,750	1,300	22
	60206349	Serenity™	15 mL	2,600	1,950	33
	60206386	Smart & Sassy™	15 mL	2,250	1,675	28
	60206392	TerraShield®	15 mL	850	650	11

Qty	SKU	Essential Oils	Unit	Retail (P)	WHSL (P)	PV
	60206496	TerraShield® Spray	30 mL	1,650	1,250	18
	60209047	Whisper™	5 mL	2,050	1,550	26
	60206401	Zendocrine®	15 mL	2,050	1,550	26
FOOD OILS						
	60211284	Copaiba	5 mL	1,200	900	15
	60212265	DigestZen	5 mL	1,150	850	14
	60212254	Frankincense	5 mL	2,350	1,750	29
	60212338	Lavender	5 mL	800	600	10
	60212232	Lemon	5 mL	400	300	5
	60212230	On Guard	5 mL	1,200	900	15
	60212231	Oregano	5 mL	800	600	10
	60212264	Peppermint	5 mL	750	550	9
	60211932	Turmeric	15 mL	2,450	1,850	31
	60214655	Wild Orange	5 mL	450	350	6
dōTERRA SALON ESSENTIALS™ HAIR CARE						
	60206558	dōTERRA Salon Essentials™ Protecting Shampoo	8.46 oz. / 250 mL	1,650	1,250	21
	60206553	dōTERRA Salon Essentials™ Smoothing Conditioner	8.46 oz. / 250 mL	2,000	1,500	25
	60210174	Shampoo 2-Pack		2,150	1,600	21
	60210176	Conditioner 2-Pack		2,450	1,850	26
	60210173	Shampoo & Conditioner		2,450	1,850	26
SPA						
	60211748	Correct X Essential Ointment	15 mL	1,050	800	10
	60206837	Hand and Body Lotion	6.7 fl. oz.	1,350	1,000	15
	60211640	Moisturizing Bath Bar	4 oz	650	500	5
	60209292	Rose Hand Lotion	3.3 fl. oz.	1,600	1,200	0
	60211641	Refreshing Body Wash	250 mL	1,200	900	10
ESSENTIAL OIL KITS						
	60210223	Family Essential Kit <i>Includes: 5mL bottles of dōTERRA Breathe™, Deep Blue®, DigestZen®, Frankincense, Lavender, Lemon, Melaleuca (Tea Tree), On Guard®, Oregano and Peppermint</i>	1 set	10,650	8,000	125
	60206406	Introductory Kit <i>Includes: 5mL bottles of Lavender, Lemon and Peppermint</i>	1 set	1,750	1,300	16
	60210585	dōTERRA Kids Collection Kit <i>Includes: dōTERRA Brave™, Calm™, Rescuer™, Steady™, Stronger™ and Thinker™</i>	1 set	8,250	6,200	93
	60215160	Essential Aromatics Touch Kit <i>Includes: dōTERRA Cheer® Touch, Console® Touch, Forgive® Touch, Motivate® Touch, Passion® Touch, Peace® Touch</i>	1 set	8,700	6,550	127
VERAGE®						
	60206507	Verage® Skin Care Collection <i>Includes: Verage® Cleanser, Verage® Toner, Verage® Immortelle Hydrating Serum and Verage® Moisturizer.</i>	1 set	7,300	5,500	77
LOYALTY REWARDS PROGRAM KITS						
	60209992	Daily Defense Kit <i>Includes: dōTERRA Breathe®, DigestZen®, Lemon, Melaleuca (Tea Tree) and On Guard®</i>	1 set	9,900	7,000	100
	60209993	Daily Nourishment Kit <i>Includes: Frankincense, Lavender, Lemon and Peppermint</i>	1 set	10,300	7,750	125
	60209994	Go Figure! Kit <i>Includes: Cypress, Grapefruit, Smart & Sassy™ and Fractionated Coconut Oil</i>	1 set	6,000	4,500	75
	60209995	Perfect Chill Kit <i>Includes: AromaTouch®, Balance® and Serenity™</i>	1 set	5,850	4,400	75
	60209996	Power Up! Kit <i>Includes: dōTERRA Deep Blue®, Melaleuca (Tea Tree) and Peppermint</i>	1 set	6,100	4,600	75
	60210177	Women's Health Kit <i>Includes: ClaryCalm™, Lavender and Whisper™</i>	1 set	6,050	4,550	75
ON GUARD® PRODUCTS						
	60206256	On Guard® Cleaner Concentrate	355 mL	1,250	950	11
	60206261	On Guard® Foaming Hand Wash	473 mL	1,600	1,200	20
	60210919	On Guard® Foaming Hand Wash with 2 dispensers	1 set	1,950	1,450	20
	60206268	On Guard® Natural Whitening Toothpaste	125 g	750	550	5
ACCESSORIES						
	32120000	dōTERRA Logo Engraved Wooden Box	1 unit	1,350	1,000	0
	60209278	dōTERRA Petal Diffuser 2.0	1 unit	4,000	3,000	22
SUPPLEMENTS						
	60215161	Alpha CRS+ & DDR DUO (Softgel)	1 Set	5,600	4,200	55
	60207013	Peppermint Beadlet	125 Beadlets	1,050	800	13
	60207014	On Guard® Beadlet	125 Beadlets	1,400	1,050	18



Nature

WAS MAN'S FIRST REMEDY.

EVERYTHING

WE NEED CAN BE FOUND THERE.

STEP 1 Personal Information Required Field

Applicant Name Co-Applicant Name (if applicable) Company Name (if applicable, requires business application addendum) Taxpayer Identification No. Billing Address Enrolling Sponsor Phone No. or Wellness Advocate No.	Shipping Address Same as Billing Address <input type="checkbox"/> Street Name, Building, Barangay, City Primary Phone No. Mobile Phone No. Email Address Do you want to receive the dōTERRA newsletter via email? YES <input type="checkbox"/> NO <input type="checkbox"/> Date of Birth Co-Applicant Date of Birth Placement Sponsor (if different) Phone No. or Wellness Advocate No.
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STEP 2 Choose an Enrollment Option

<input type="checkbox"/> Family Essentials Kit with Fractionated Coconut Oil <ul style="list-style-type: none"> • ₱ 8,500 • 130 PV <input type="checkbox"/> FEK with FCO & Pilot Diffuser <ul style="list-style-type: none"> • ₱ 10,500 • 130 PV <input type="checkbox"/> Home Essentials Kit <ul style="list-style-type: none"> • ₱ 18,000 • 250 PV 	USE THE FAST TRACK PLANS TO START AT A HIGHER PERCENTAGE			<input type="checkbox"/> Wellness Advocate Introductory Packet <ul style="list-style-type: none"> • ₱ 1,500 <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">Qty</th> <th>Other Products</th> </tr> </thead> <tbody> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> <tr><td> </td><td> </td></tr> </tbody> </table> <p style="font-size: small;">* Points will be redeemable 60 days following enrollment if qualifications are met.</p>	Qty	Other Products								
Qty	Other Products													
Start at 10%	Start at 15% and Receive 100 LRP Points*	Start at 20% and Receive 200 LRP Points*	Start at 25% and Receive 400 LRP Points*	30%										
25% Wholesale Discount ➔				+ 25%										
Total Savings and Product Credits ➔				= 55%										

Shipping: Ship to address above Pick up at Product Center upon submission of this form

STEP 3 Monthly Loyalty Rewards Program (Optional)

Available LRP Kits:

100 - 125 PV:

- Daily Defense Kit: dōTERRA Breathe®, DigestZen®, Lemon, Melaleuca (Tea Tree), On Guard®
- Daily Nourishment Kit: Frankincense, Lavender, Lemon, Peppermint

75 PV:

- Go Figure! Kit: Cypress, Grapefruit, Smart & Sassy™, Fractionated Coconut Oil
- Perfect Chill Kit: AromaTouch®, Balance®, Serenity™
- Power Up! Kit: dōTERRA Deep Blue®, Melaleuca (Tea Tree), Peppermint
- Women's Health Kit: ClaryCalm™, Lavender, Whisper™

Qty	Product	
TOTAL		

Loyalty Rewards Points: As a Loyalty Rewards participant, you can earn up to 30% of your purchase back in points that can be redeemed for free product.

Product of the Month Club: Set your LRP order on or before the 15th for 125 PV or higher and receive the free Product of the Month.

Date to ship LRP order: (1-13, 16-28) _____

- Ship to address above
- Pick up at Product Center upon submission of this form

(Note: Your first Loyalty Rewards shipment will begin the month following your enrollment)

STEP 4 Payment Information

- Cash - Will Call Only
- Credit Card (Please contact Member Services)
- Debit Card
- Wire Transfer

STEP 5 Acknowledge Terms on Back by Signing

I want to be a Wellness Advocate of dōTERRA. I have read and agree to the terms and conditions found on the back of this Wellness Advocate Agreement and the policies found in the dōTERRA Policy Manual. I agree and confirm that I do not currently have an interest in any dōTERRA account, or if I do have or ever have had such an interest, my application for this account does not violate dōTERRA policies. (This form can also be found at https://www.doterra.com/PH/en_PH/tools)

Applicant Signature _____

Co-Applicant Signature _____

Date _____

1. **Contracting Parties.** dōTERRA Philippines Inc., (hereinafter, the "Company" or "dōTERRA") is the party with whom I agree to contract for the promotion of the sales of the products in the Philippines. On the other hand, dōTERRA GH Ireland Limited ("dōTERRA GH") the Company's affiliate, has the responsibility to promote the sales of the products in all countries outside the United States of America. The Company has the responsibility to promote the sales of products in the Philippines by means of a direct selling system, while dōTERRA GH is the party with whom I agree to contract for any sale of product promoted by me outside the Philippines and for participation in the applicable global dōTERRA Sales Compensation Plan.
2. **Obligations and Representations.** I understand that as a Wellness Advocate of dōTERRA:
 - I must be of legal age in the Philippines.
 - 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 and capacity to build a dōTERRA sales organization.
 - I will train and motivate the Wellness Advocates in my downline marketing organization.
 - I will comply with all national and local laws, ordinances, rules, and regulations, and shall make all reports and remit all withholdings or other deductions as may be required by any national or local 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.
3. **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.
4. **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 exclusively 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 NATIONAL OR LOCAL TAX AND SOCIAL INSURANCE 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, social insurance contributions, unless such withholding becomes legally required. I authorize dōTERRA to withhold, if necessary, the appropriate amount of withholding tax, in accordance with prevailing tax rules and regulations, and to deduct the same from any compensation, award or bonuses or commissions that I may receive. I agree to be bound by all value-added tax collection and remittance agreements between dōTERRA, all appropriate taxing jurisdictions, and all related rules and procedures.
5. **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.
6. **Payment of Bonuses or Commissions.** I understand and agree that dōTERRA GH has the responsibility to promote the sale of Products globally through the Sales Compensation Plan, and to license the network of Wellness Advocates and the Sales Compensation Plan to its local affiliates, including the Company. As a result of the license, the Company has the responsibility, within the Philippines, to promote the sale of Products to Wellness Advocates, and to pay commissions to Wellness Advocates for the promotion and sales made by Wellness Advocates to end users of Products. For administrative convenience, the commissions earned by Wellness Advocates from the promotion and sale of Products within the Philippines as well as outside of the Philippines are generally paid by the Company in one combined payment to the Wellness Advocate.
7. **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 ₱ 1000 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, my former downline organization, and 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.
8. **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.
9. **Breach of Agreement.** I understand that if I fail to comply with the terms of my Contract, dōTERRA may, in its sole discretion, impose upon me action for breach of contract as set forth in the dōTERRA 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.
10. **Limitation of Liability and Indemnification.** dōTERRA, its members, managers, directors, officers, shareholders, related parties, employees, assigns, and agents (collectively referred to as "affiliates"), shall not be liable for special, indirect, incidental, or consequential 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 un sold 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 national law or regulation, etc.).
11. **Entire Agreement.** This Wellness Advocate Agreement, the Sales Compensation Plan, and the dōTERRA 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.
12. **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.
13. **Survival.** Sections 7, 10, 11, 12, 13, 14, 15, 18 and 19 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.
14. **Resolution of Conflicts.** In the event of any dispute, controversy, 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, controversy, 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 from receipt by one party of written notice from the other, requesting such consultation or negotiation, then, upon notice by either party to the other, all disputes, controversies claims, questions, or differences shall be finally settled by arbitration in accordance with the Philippine Dispute Resolution Center Inc. Arbitration Rules in force at the time of the commencement of the arbitration. All arbitration proceedings will be held in the Philippines. The number of arbitrators shall be one and the language to be used in the arbitration proceedings shall be English. There shall be no right or authority for any dispute, controversy, claim, question or disagreement to be arbitrated on a class action basis. 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 dispute resolution 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 any consultation, negotiation or 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. It is understood that prior resort to arbitration or any judicial, administrative or other governmental action is not required for the termination of the Contract. I waive any right to insist on prior resort to arbitration or such other action to the fullest extent allowed under applicable law. If I dispute dōTERRA's unilateral termination of this Contract, I will shoulder all costs, including attorney's fees, should the termination be found to be proper.
15. **Governing Law.** The Contract shall be governed by and construed in accordance with the laws of the Philippines. The parties consent to jurisdiction and venue before the courts of the Philippines for purposes of seeking equitable relief and/or enforcing an award by an arbitrator or any other matter not subject to arbitration. I agree that, notwithstanding any statute of limitation to the contrary, 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.
16. **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.
17. **Electronic Communication.** I authorize dōTERRA and its affiliates to communicate with me through electronic mail or fax at the email address or fax number provided 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.
18. **Counterparts.** Emailed and/or faxed copies of this Wellness Advocate Agreement shall be deemed an original. To be valid, copies submitted to dōTERRA by email and/or fax must include the front and back of the document.
19. **Data Protection.** During the term of this Contract, 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. If you do not want this personal data processed or transferred as described herein, please do not create a Wellness Advocate account with dōTERRA.

Signature

All words with trademarks or registered trademark symbols are trademarks or registered trademarks of dōTERRA Holdings, LLC.

STEP 1 Personal Information Required Field

First Name	Last Name	Home Phone	
Co-Applicant Name (if applicable)		Mobile Phone	
Shipping Address		Email	
Street Name, Building, Barangay, City		Date of Birth (MM/DD/YYYY)	
Tax Identification Number		Co-Applicant Date of Birth (MM/DD/YYYY)	
Enrolling Sponsor	Phone No. or Wellness Advocate No.	Placement Sponsor (if different)	Phone No. or Wellness Advocate No.

STEP 2 Choose an Enrollment Option

Family Essentials Kit with Fractionated Coconut Oil

- ₱ 8,500
- 130 PV

FEK with FCO & Pilot Diffuser

- ₱ 10,500
- 130 PV

Home Essentials Kit

- ₱ 18,000
- 250 PV

USE THE FAST TRACK PLANS TO START AT A HIGHER PERCENTAGE

<input type="checkbox"/> Natural Solutions Kit • ₱ 29,500 • 400 PV	<input type="checkbox"/> Oil Collection Kit • ₱ 98,000 • 1,300 PV	<input type="checkbox"/> Purchase of 2,000 PV or above
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Wholesale Customer dōTERRA Introductory Packet

- ₱ 1,500

Qty	Other Products

* Points will be redeemable 60 days following enrollment if qualifications are met.

Start at 10%	Start at 15% <small>and Receive 100 LRP Points*</small>	Start at 20% <small>and Receive 200 LRP Points*</small>	Start at 25% <small>and Receive 400 LRP Points*</small>	30%
25% Wholesale Discount				+ 25%
Total Savings and Product Credits				= 55%

Shipping: Ship to address above Pick up at Product Center upon submission of this form

STEP 3 Monthly Loyalty Rewards Program (Optional)

Available LRP Kits:

100 - 125 PV:

- Daily Defense Kit:** dōTERRA Breathe®, DigestZen®, Lemon, Melaleuca (Tea Tree), On Guard®
- Daily Nourishment Kit:** Frankincense, Lavender, Lemon, Peppermint

75 PV:

- Go Figure! Kit:** Cypress, Grapefruit, Smart & Sassy™, Fractionated Coconut Oil
- Perfect Chill Kit:** AromaTouch®, Balance®, Serenity™
- Power Up! Kit:** dōTERRA Deep Blue®, Melaleuca (Tea Tree), Peppermint
- Women's Health Kit:** ClaryCalm™, Lavender, Whisper™

Qty	Product	
TOTAL		

Loyalty Rewards Points: As a Loyalty Rewards participant, you can earn up to 30% of your purchase back in points that can be redeemed for free product.

Product of the Month Club: Set your LRP order on or before the 15th for 125 PV or higher and receive the free Product of the Month.

Date to ship LRP order: (1-13, 16-28) _____

Ship to address above Pick up at Product Center upon submission of this form

(Note: Your first Loyalty Rewards shipment will begin the month following your enrollment)

STEP 4 Payment Information

Cash - Will Call Only Credit Card (Please contact Member Services) Debit Card Wire Transfer

STEP 5 Acknowledge Terms on Back by Signing

I want to be a Wholesale Customer of dōTERRA. I have read and agree to the terms and conditions found on the back of this Wholesale Customer Agreement ("Agreement"). I agree that I do not currently have an interest in any dōTERRA account. (This form can also be found at https://www.doterra.com/PH/en_PH/tools)

Applicant Signature	Co-Applicant Signature	Date
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1. Membership: A Wholesale Customer Membership ("Membership") with dōTERRA GH Ireland Limited ("dōTERRA GH"), allows you (the "Member") to purchase dōTERRA products at dōTERRA wholesale prices from dōTERRA Philippines, Inc., an affiliate of dōTERRA GH ("dōTERRA PH"). References to "dōTERRA" or "Company" in connection with your membership means dōTERRA GH and references to "dōTERRA" or "Company" in connection with your product purchases means dōTERRA PH. dōTERRA reserves the right to refuse Membership to any applicant.

2. Membership Fee and Renewal. A Membership fee of ₱1,500 is for one 12-month period from the date of enrollment of the Member. Upon the expiration of the 12-month period, a ₱1,000 renewal fee for an additional 12-month period will be due at the time of the first order following the expiration of a 12-month period. Memberships renewed after the expiration date will be extended for 12 months from the renewal date.

3. Return Policy.

- a. Return of Products Within 30 Days. dōTERRA will refund one hundred percent (100%) of the purchase prices (plus applicable tax if prepaid) of Currently Marketable products purchased from dōTERRA that are returned within thirty (30) days of purchase, less shipping costs. dōTERRA will provide a product credit of one hundred percent (100%) of the purchase price (plus applicable tax if prepaid) or a refund of ninety percent (90%) of the purchase price (plus applicable tax if prepaid) on products purchased from dōTERRA not Currently Marketable that are returned by a Member within (30) days of purchase, less shipping costs.
- b. Return of Product Within 31 to 90 Days. From thirty-one (31) days and up to ninety (90) days from the date of purchase, dōTERRA will provide a Product Credit of one hundred percent (100%) or a refund of ninety percent (90%) of the purchase price (plus applicable tax if prepaid) on Currently Marketable products purchased from the Company that are returned by a Member, less shipping costs.
- c. Returns From 91 days to One Year After Purchase. After 91 days and up to twelve (12) months from the date of purchase, dōTERRA will provide a Product Credit of ninety (90%) or a refund of (90%) of the purchase price (plus applicable tax if prepaid) on Currently Marketable products purchased from the Company that are returned, less shipping costs (excludes limited time offers and expired items).
- d. Currently Marketable. Products shall be deemed Currently Marketable if each of the following elements is satisfied: 1) product is purchased from dōTERRA; 2) they are unopened and unused; 3) packaging and labeling have not been altered or damaged; 4) the product and packaging are in a condition such that it is a commercially reasonable practice within the trade to sell the merchandise at full price; 5) the product expiration date has not elapsed; and 6) the product contains current dōTERRA labeling. Products shall not be considered Currently Marketable if the Company discloses prior to purchase that the products are seasonal, discontinued, limited time offers, or special promotion products not subject to the Return Policy.

4. Loyalty Rewards Program. While a Member has no requirement to purchase products, a Member can ensure that the Member will receive monthly deliveries of dōTERRA products by enrolling in the Loyalty Rewards Program (LRP) after the first month of enrollment. LRP eliminates the inconvenience of placing monthly orders manually. If the Member's LRP Order is at least 50 Personal Volume (PV) points every calendar month, the Member is eligible to receive Product Credits each month. PV is the point value of products purchased by a Member in one calendar month. Not all products will

generate PV points and PV does not include purchases of product with Product Credit. The PV of a product is clearly delineated on the Product Order Form. Product Credits are non-cash redeemable points that can be used to purchase dōTERRA designated products. Product Credits are granted as part of the LRP and in the discretion of the Company. After Member has been an LRP participant for 60 days, Member can redeem Product Credits to purchase full PV products. LRP Product Credits can be redeemed for 12 months from the date of issue, after which they expire. The credits can be redeemed for a ₱160 fee, per order, by calling +632 271 1194. Products purchased with LRP credits are not for resale, nor can such product be returned. Redemption orders have no PV and cannot be combined with other product orders. Product Credits have no cash redemption value and are not transferrable. All Product Credits will be cancelled if participation in the LRP program is cancelled. A Member's primary LRP order may only be cancelled by calling the Company. Any subsequent LRP order can be cancelled online.

5. Resell of Products. Member agrees that they will not resell dōTERRA products purchased through the Membership.

6. Limitation of Liability. dōTERRA, its members, managers, directors, officers, shareholders, related parties, employees, assigns, and agents (collectively referred as "affiliates"), shall not be liable for special, indirect, incidental, or consequential damages. If dōTERRA is found to be in breach of the terms and conditions, the maximum amount of damages Member may claim shall be limited to the amount of dōTERRA products that Member personally purchased from the Company and have remaining on hand.

7. Resolution of Conflicts. In the event of any dispute, controversy, claim, question, or disagreement arising from or relating to this Wholesale Customer Agreement or the breach thereof, the parties hereto shall use their best efforts to settle the dispute, controversy, 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 from receipt by one party of written notice from the other, requesting such consultation or negotiation, then, upon notice by either party to the other, all disputes, controversies claims, questions, or differences shall be finally settled by arbitration in accordance with the Philippine Dispute Resolution Center Inc. Arbitration Rules in force at the time of the commencement of the arbitration. All arbitration proceedings will be held in the Philippines. The number of arbitrators shall be one and the language to be used in the arbitration proceedings shall be English. There shall be no right or authority for any dispute, controversy, claim, question or disagreement to be arbitrated on a class action basis. 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 Wholesale Customer Agreement. Notwithstanding this dispute resolution 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 any consultation, negotiation or 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. It is understood that prior resort to arbitration

or any judicial, administrative or other governmental action is not required for the termination of the Wholesale Customer Agreement. I waive any right to insist on prior resort to arbitration or such other action to the fullest extent allowed under applicable law. If I dispute dōTERRA's unilateral termination of this Wholesale Customer Agreement, I will shoulder all costs, including attorney's fees, should the termination be found to be proper.

8. Governing Law/Jurisdiction. This Wholesale Customer Agreement shall be governed by and construed in accordance with the laws of the Philippines. The parties consent to jurisdiction and venue before the courts of the Philippines for purposes of seeking equitable relief and/or enforcing an award by an arbitrator or any other matter not subject to arbitration. I agree that, notwithstanding any statute of limitation to the contrary, any claim or action I wish to bring against dōTERRA for any act or omission relating to this Wholesale Customer Agreement 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.

9. Electronic Communication. I authorize dōTERRA and its affiliates to communicate with me through electronic mail at the email address provided to dōTERRA. I understand that such email may include offers or solicitations for the sale and purchase of dōTERRA products, sales aids, or services.

10. Survival. Sections 6, 7, 8, 9, 10, and 11 of these terms and conditions, shall survive the termination of the Membership.

11. Data. By creating a Membership with dōTERRA, Member consents to the processing of the personal data contained in Member's Membership and the transfer of such personal data, together with information about the Member's purchase activities, to any of dōTERRA's worldwide subsidiaries and affiliated companies, and to others who are in a sales organization or distribution chain, for the purpose of administering the sales and distribution of dōTERRA's products and providing reports to its Wellness Advocates of sales activity in their sales organizations. Member understands that this personal data may be transferred to recipients in countries other than the country in which the data originally was collected. Those countries may not have the same data protection laws as the country in which Member initially provided the data. If you do not want this personal data processed or transferred as described herein, please do not create a Membership with dōTERRA.

12. Amendment. Member agrees that these terms and conditions may be amended at any time at the sole discretion of dōTERRA, and Member agrees that upon 30 days' notice any such amendment will apply to Member. Notification of amendments will be published in official dōTERRA materials including the Company's official website. The continuation of purchases of dōTERRA products shall constitute Member's acceptance of any and all dōTERRA amendments to the terms and conditions.

Signature

*All words with trademarks or registered trademark symbols are trademarks or registered trademarks of dōTERRA Holdings, LLC.

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