

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
- Helps reduce 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 harmful contaminants



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



Cō-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™

- Apply topically to the chest and breathe deeply to help maintain respiratory function
- Promotes a restful sleep



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



T TOPICAL

Essential oils can be safely applied for massage or topical benefit



🔥 DEEP BLUE™ or DEEP BLUE RUB

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

*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.

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

CHOOSE YOUR SUPPLEMENTS:



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

Customizable option available for enrollment orders or Loyalty Reward Program orders

CUSTOMIZE WITH:



🔥 MITO2MAX®

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

OR WITH:



💧 DEEP BLUE POLYPHENOL COMPLEX®

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

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?

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 25% 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
- Your enthusiasm for the oils allows others to ready themselves to jump aboard with you



BUILDING A dōTERRA BUSINESS

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

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‡ See the Opportunity and Earnings Disclosure Summary on doterra.com.

Qty	Essential Oils	Unit	Retail	WHSL	PV
Essential Oil Singles					
	Arborvitae	5 mL	\$29.33	\$22.00	22.00
	Basil	15 mL	\$26.67	\$20.00	20.00
	Bergamot	15 mL	\$36.67	\$27.50	27.50
	Black Pepper	5 mL	\$29.33	\$22.00	22.00
	Cardamom	5 mL	\$34.67	\$26.00	26.00
	Cassia	15 mL	\$25.33	\$19.00	19.00
	Cedarwood	15 mL	\$17.33	\$13.00	13.00
	Cilantro	15 mL	\$34.67	\$26.00	26.00
	Cinnamon	5 mL	\$28.00	\$21.00	21.00
	Clary Sage	15 mL	\$48.67	\$36.50	36.50
	Clove	15 mL	\$18.67	\$14.00	14.00
	Coriander	15 mL	\$34.67	\$26.00	26.00
	Cypress	15 mL	\$20.67	\$15.50	15.50
	Douglas Fir	5 mL	\$30.00	\$22.50	22.50
	Eucalyptus Radiata	15 mL	\$18.67	\$14.00	14.00
	Fennel (Sweet)	15 mL	\$20.00	\$15.00	15.00
	dōTERRA Frankincense Touch	10 mL	\$60.67	\$45.50	45.50
	Frankincense	15 mL	\$93.00	\$69.75	69.75
	Geranium	15 mL	\$36.00	\$27.00	27.00
	Ginger	15 mL	\$52.00	\$39.00	39.00
	Grapefruit	15 mL	\$21.33	\$16.00	16.00
	Helichrysum	5 mL	\$100.00	\$75.00	75.00
	Juniper Berry	5 mL	\$25.33	\$19.00	19.00
	dōTERRA Lavender Touch	10 mL	\$18.33	\$13.75	13.75
	Lavender	15 mL	\$28.00	\$21.00	21.00
	Lemon	15 mL	\$13.33	\$10.00	10.00
	Lemongrass	15 mL	\$13.33	\$10.00	10.00
	Lime	15 mL	\$17.33	\$13.00	13.00
	Marjoram	15 mL	\$25.33	\$19.00	19.00
	dōTERRA Melaleuca Touch	10 mL	\$16.67	\$12.50	12.50
	Melaleuca	15 mL	\$25.33	\$19.00	19.00
	Melissa	5 mL	\$180.00	\$135.00	135.00
	Myrrh	15 mL	\$69.33	\$52.00	52.00
	dōTERRA Oregano Touch	10 mL	\$21.00	\$15.75	15.75
	Oregano	15 mL	\$32.00	\$24.00	24.00
	Patchouli	15 mL	\$39.33	\$29.50	29.50
	dōTERRA Peppermint Touch	10 mL	\$18.00	\$13.50	13.50
	Peppermint	15 mL	\$27.33	\$20.50	20.50
	Peppermint Beadlet	125 Blts	\$15.33	\$11.50	11.50
	Petitgrain	15 mL	\$34.67	\$26.00	26.00
	Roman Chamomile	5 mL	\$60.00	\$45.00	45.00
	Rosemary	15 mL	\$18.67	\$14.00	14.00
	Sandalwood	5 mL	\$82.33	\$61.75	61.75

Qty	Essential Oils	Unit	Retail	WHSL	PV
	Sandalwood (Hawaiian)	5 mL	\$82.33	\$61.75	61.75
	Spearmint	15 mL	\$38.67	\$29.00	29.00
	Spikenard	5 mL	\$66.00	\$49.50	49.50
	Thyme	15 mL	\$36.67	\$27.50	27.50
	Vetiver	15 mL	\$46.00	\$34.50	34.50
	White Fir	15 mL	\$26.67	\$20.00	20.00
	Wild Orange	15 mL	\$14.00	\$10.50	10.50
	Wintergreen	15 mL	\$25.33	\$19.00	19.00
	Ylang Ylang	15 mL	\$47.00	\$35.25	35.25
Essential Oil Blends					
	AromaTouch®	15 mL	\$34.67	\$26.00	26.00
	dōTERRA Balance®	15 mL	\$26.67	\$20.00	20.00
	dōTERRA Breathe®	15 mL	\$26.67	\$20.00	20.00
	dōTERRA Breathe® Touch	10 mL	\$17.33	\$13.00	13.00
	dōTERRA Cheer®	5 mL	\$33.33	\$25.00	25.00
	dōTERRA Cheer® Touch	10 mL	\$21.67	\$16.25	16.25
	Citrus Bliss®	15 mL	\$20.00	\$15.00	15.00
	ClaryCalm® Roll On	10 mL	\$32.67	\$24.50	24.50
	dōTERRA Console®	5 mL	\$49.33	\$37.00	37.00
	dōTERRA Console® Touch	10 mL	\$32.00	\$24.00	24.00
	Deep Blue®	5 mL	\$42.67	\$32.00	32.00
	Deep Blue® Roll On	10 mL	\$85.33	\$64.00	64.00
	dōTERRA Deep Blue® Touch	10 mL	\$55.67	\$41.75	41.75
	DigestZen®	15 mL	\$41.33	\$31.00	31.00
	DigestZen® Softgels	60 Sgls	\$26.00	\$19.50	15.00
	dōTERRA DigestZen® Touch	10 mL	\$27.00	\$20.25	20.25
	Elevation	15 mL	\$49.33	\$37.00	37.00
	dōTERRA Forgive®	5 mL	\$26.67	\$20.00	20.00
	dōTERRA Forgive® Touch	10 mL	\$17.33	\$13.00	13.00
	dōTERRA Hope® Touch	10 mL	\$20.00	\$20.00	0.00
	HD Clear® Roll On	10 mL	\$28.00	\$21.00	21.00
	Immortelle	10 mL	\$92.67	\$69.50	69.50
	InTune®	10 mL	\$46.00	\$34.50	34.50
	dōTERRA Motivate®	5 mL	\$30.67	\$23.00	23.00
	dōTERRA Motivate® Touch	10 mL	\$20.00	\$15.00	15.00
	dōTERRA On Guard®	15 mL	\$42.67	\$32.00	32.00
	dōTERRA On Guard® Touch	10 mL	\$28.00	\$21.00	21.00
	dōTERRA On Guard® Beadlet	125 Blts	\$20.00	\$15.00	15.00
	dōTERRA On Guard®+ Softgels	60 Sgls	\$32.67	\$24.50	21.00
	dōTERRA Passion®	5 mL	\$56.00	\$42.00	42.00
	dōTERRA Passion® Touch	10 mL	\$36.33	\$27.25	27.25
	PastTense® Roll On	10 mL	\$24.67	\$18.50	18.50
	dōTERRA Peace®	5 mL	\$37.33	\$28.00	28.00

Qty	Essential Oils	Unit	Retail	WHSL	PV
	dōTERRA Peace® Touch	10 mL	\$24.33	\$18.25	18.25
	Purify	15 mL	\$24.00	\$18.00	18.00
	dōTERRA Serenity®	15 mL	\$40.00	\$30.00	30.00
	dōTERRA Serenity® Softgels	60 Sgls	\$26.00	\$19.50	17.00
	Slim & Sassy®	15 mL	\$32.67	\$24.50	24.50
	Slim & Sassy® Softgels	90 Sgls	\$46.00	\$34.50	30.00
	TerraShield®	15 mL	\$14.00	\$10.50	10.50
	TerraShield® Spray	30 mL	\$26.00	\$19.50	17.00
	TriEase® Blend Softgels	60 Sgls	\$30.00	\$22.50	20.00
	Whisper®	5 mL	\$32.00	\$24.00	24.00
	Zendocrine®	15 mL	\$32.67	\$24.50	24.50
	Zendocrine® Softgels	60 Sgls	\$32.67	\$24.50	21.50

Essential Oil Kits and Accessories

	Lotus Diffuser	Single	\$119.93	\$89.95	40.00
	Aroma-Ace w/On Guard	Single	\$173.27	\$129.95	40.00
	Aroma Lite Diffuser	Single	\$119.93	\$89.95	40.00
	Petal Diffuser	Single	\$62.67	\$47.00	20.00
	Wooden Box w/Logo	Single	\$19.93	\$14.95	0.00
	Intro Essential Oil Kit	Single	\$26.67	\$20.00	15.00
	Intro Essential Oil Kit	6 Pack	\$153.33	\$115.00	100.00
	Beginner's Trio	Single	\$66.67	\$50.00	50.00
	Emotional Aromatherapy System	Single	\$212.00	\$159.00	150.00
	dōTERRA Emotional Aromatherapy® Touch	Single	\$133.33	\$100.00	100.00
	dōTERRA Touch® Kit	Single	\$225.33	\$169.00	160.00
	Sample Trio	10 Pack	\$26.67	\$20.00	0.00
	Sample Blends Trio	10 Pack	\$37.33	\$28.00	0.00
	Family Essentials Kit	Single	\$166.67	\$125.00	115.00
	Family Essentials Kit	7 Pack	\$1,000.00	\$750.00	700.00
	AromaTouch® Technique Kit	Single	\$133.33	\$100.00	100.00
	AromaTouch® Technique Kit	7 Pack	\$800.00	\$600.00	600.00
	Oil Sharing Kit	Combo	\$1,466.67	\$1,100.00	1000.00
	Veggie Caps	160 Caps	\$5.33	\$4.00	0.00

Slim & Sassy®

	TrimShake Vanilla	40 Serv.	\$52.67	\$39.50	25.00
	TrimShake Chocolate	40 Serv.	\$52.67	\$39.50	25.00
	V Shake	40 Serv.	\$52.67	\$39.50	25.00
	Trim Kit - 1 Chocolate, 1 Vanilla	6 Pack	\$200.00	\$150.00	125.00
	Trim Kit - 2 Chocolate	6 Pack	\$200.00	\$150.00	125.00
	Trim Kit - 2 Vanilla	6 Pack	\$200.00	\$150.00	125.00
	Trim Kit - 2 V Shake	6 Pack	\$200.00	\$150.00	125.00
	Metabolic Gum	32 Pieces	\$11.33	\$8.50	5.00

Wellness

	dōTERRA Lifelong Vitality Pack®	3 Pack	\$106.00	\$79.50	60.00
Choose up to 3 additional supplements at reduced prices:					

Qty	Essential Oils	Unit	Retail	WHSL	PV
	Microplex VMz®		\$26.67	\$20.00	10.00
	xEO Mega®		\$26.67	\$20.00	10.00
	Mito2Max®		\$26.67	\$20.00	10.00
	Deep Blue Polyphenol Complex®		\$26.67	\$20.00	10.00
	DigestZen TerraZyme®		\$26.67	\$20.00	10.00
	PB Assist®+		\$26.67	\$20.00	10.00
	Kids Kit		\$33.33	\$25.00	10.00
	dōTERRA Daily Nutrient Pack®	2 pack	\$79.33	\$59.50	50.00
Choose up to 3 additional supplements at reduced prices:					
	Microplex VMz®		\$26.67	\$20.00	10.00
	xEO Mega®		\$26.67	\$20.00	10.00
	Mito2Max®		\$26.67	\$20.00	10.00
	Deep Blue Polyphenol Complex®		\$26.67	\$20.00	10.00
	DigestZen TerraZyme®		\$26.67	\$20.00	10.00
	PB Assist®+		\$26.67	\$20.00	10.00
	Kids Kit		\$33.33	\$25.00	10.00
	dōTERRA Vegan Lifelong Vitality Pack®	3 Pack	\$119.33	\$89.50	69.00
Choose up to 3 additional supplements at reduced prices:					
	Microplex VMz®		\$26.67	\$20.00	10.00
	xEO Mega®		\$26.67	\$20.00	10.00
	Mito2Max®		\$26.67	\$20.00	10.00
	Deep Blue Polyphenol Complex™		\$26.67	\$20.00	10.00
	DigestZen TerraZyme®		\$26.67	\$20.00	10.00
	PB Assist®+		\$26.67	\$20.00	10.00
	Kids Kit		\$33.33	\$25.00	10.00
	Alpha CRS®+	120 Caps	\$92.67	\$69.50	69.50
	xEO Mega®	120 Sgls	\$66.00	\$49.50	49.50
	vEO Mega®	120 Sgls	\$66.00	\$49.50	49.50
	Microplex VMz®	120 Caps	\$46.00	\$34.50	34.50
	Mito2Max®	60 Caps	\$52.67	\$39.50	39.50
	DigestZen TerraZyme®	90 Caps	\$50.00	\$37.50	37.50
	PB Assist®+	30 Caps	\$46.00	\$34.50	34.50
	PB Assist®+ Jr	30 Pack	\$32.67	\$24.50	20.00
	DigestTab™	100 Tabs	\$18.67	\$14.00	10.00
	GX Assist®	60 Sgls	\$34.67	\$26.00	26.00
	Zendocrine® Complex	60 Caps	\$32.67	\$24.50	24.50
	Cleanse & Renew Pack	2 Pack	\$80.67	\$60.50	60.50
	IQ Mega®	150 mL	\$46.00	\$34.50	30.00
	dōTERRA a2z Chewable™	60 Sgls	\$26.00	\$19.50	15.00
	a2z Chewable & IQ Mega®	2 Pack	\$52.67	\$39.50	25.00
	Phytoestrogen Complex	60 Caps	\$52.67	\$39.50	39.50
	Bone Nutrient Complex	120 Caps	\$23.33	\$17.50	12.00
	Women's Health Kit	3 Pack	\$92.67	\$69.50	60.00
	DDR Prime®	30 mL	\$73.33	\$55.00	55.00

Qty	Essential Oils	Unit	Retail	WHSL	PV
	DDR Prime® Softgels	60 Sgls	\$73.33	\$55.00	55.00
	TerraGreens®	30 Serv.	\$37.33	\$28.00	20.00
Spa					
	Citrus Bliss® Bath Bar	4 oz	\$9.32	\$6.99	5.00
	dōTERRA Spa Serenity® Restful Bath Bar	4 oz	\$9.00	\$6.75	5.00
	dōTERRA Spa Bath Bar	3 Pack	\$19.33	\$14.50	10.00
	Moisturizing Bath Bar	4 oz	\$9.00	\$6.75	5.00
	Body Scrub	8 oz	\$26.00	\$19.50	15.00
	Refreshing Body Wash	8.45 oz	\$17.00	\$12.75	10.00
	Refreshing Body Butter	7 oz	\$23.33	\$17.50	15.00
	Detoxifying Mud Mask	4 oz	\$19.33	\$14.50	12.00
	Original Lip Balm	.16 oz	\$8.67	\$6.50	5.00
	Herbal Lip Balm	.16 oz	\$8.67	\$6.50	5.00
	Tropical Lip Balm	.16 oz	\$8.67	\$6.50	5.00
	Lip Balm Variety	3 Pack	\$20.00	\$15.00	10.00
	Citrus Bliss® Hand Lotion	2.5 fl oz	\$9.27	\$6.95	5.00
	Hand & Body Lotion	6.7 oz	\$20.00	\$15.00	13.00
	Hand & Body Lotion	3 Pack	\$50.67	\$38.30	30.00
	Body Lotion (3) + Mood Mgt Kit	Combo	\$153.33	\$115.00	100.00
	Rose Hand Lotion	3.3 oz	\$20.00	\$20.00	0.00
Veragé® Products					
	Cleanser	2 fl oz	\$33.33	\$25.00	25.00
	Toner	1.7 fl oz	\$29.33	\$22.00	22.00
	Immortelle Hydrating Serum	.5 fl oz	\$86.67	\$65.00	65.00
	Moisturizer	1 fl oz	\$37.33	\$28.00	28.00
	Skin Care Collection	4 Pack	\$112.67	\$84.50	70.00
HD Clear® Products					
	Foaming Face Wash	1.7 oz	\$28.00	\$21.00	21.00
	Facial Lotion	1.7 oz	\$45.33	\$34.00	34.00
	Facial Kit	3 Pack	\$61.33	\$46.00	40.00
Essential Skin Care					
	Facial Cleanser	4 oz	\$22.00	\$16.50	16.50
	Tightening Serum	1 oz	\$66.00	\$49.50	49.50
	Hydrating Cream	1.7 oz	\$46.00	\$34.50	34.50
	Pore Reducing Toner	4 oz	\$23.33	\$17.50	17.50
	Anti-Aging Moisturizer	1.7 oz	\$46.00	\$34.50	34.50
	Invigorating Scrub	2.5 oz	\$24.00	\$18.00	18.00
	Reveal Facial System	1.7 oz (2)	\$80.00	\$60.00	60.00

Qty	Essential Oils	Unit	Retail	WHSL	PV
dōTERRA Salon Essentials®					
	Root to Tip Serum	30 mL	\$46.67	\$35.00	35.00
	Healthy Hold Glaze	4 oz	\$24.00	\$18.00	15.00
	Protecting Shampoo	8.34 oz	\$26.00	\$19.50	19.50
	Smoothing Conditioner	8.34 oz	\$30.67	\$23.00	23.00
	Hair Care System	4 Pack	\$103.33	\$77.50	70.00
	Shampoo & Conditioner	2 Pack	\$37.33	\$28.00	23.00
	Shampoo 2-Pack	2 Pack	\$32.67	\$24.50	19.50
	Conditioner 2-Pack	2 Pack	\$37.33	\$28.00	23.00
	Shampoo 1 Liter	1 Liter	\$60.00	\$45.00	35.00
	Conditioner 1 Liter	1 Liter	\$66.77	\$50.00	40.00
dōTERRA On Guard® Products					
	Natural Whitening Toothpaste	4 oz	\$11.33	\$8.50	5.00
	Whitening Toothpaste Samples	10 pk	\$4.67	\$3.50	0.00
	Protecting Throat Drops	30 Lzgs	\$19.33	\$14.50	14.50
	Foaming Hand Wash	Single	\$24.67	\$18.50	18.50
	Foaming Hand Wash	2 Pack	\$44.67	\$33.50	33.50
	Hand Wash Dispenser	Single	\$2.67	\$2.00	0.00
	Hand Wash Dispenser	3 Pack	\$6.67	\$5.00	0.00
	Hand Wash & 2 Dispensers	Combo	\$30.00	\$22.50	18.50
	Cleaner Concentrate	12 fl oz	\$19.33	\$14.50	10.00
	Laundry Detergent	32 fl oz	\$36.67	\$27.50	20.00
Deep Blue® Products					
	Deep Blue® Rub	4 oz	\$39.00	\$29.25	29.25
	Deep Blue® Rub	32 oz	\$252.00	\$189.00	160.00
	Deep Blue® Rub Samples	10 2mL Pk	\$6.67	\$5.00	0.00
	Deep Blue Polyphenol Complex®	60 Vcaps	\$79.33	\$59.50	59.50
Living					
	dōTERRA Breathe® Resp. Drops	30 Lzgs	\$19.33	\$14.50	14.50
	dōTERRA Breathe® Vapor Stick	0.4 oz	\$11.33	\$8.50	5.00
	dōTERRA Natural Deodorant	1.7 oz	\$11.33	\$8.50	5.00
	Correct-X®	.05 fl oz	\$16.00	\$12.00	10.00
	Fractionated Coconut Oil	4 oz	\$16.00	\$12.00	12.00

■ LRP ONLY

2016-2017 ENROLLMENT KITS

SAVE
\$32.00



AROMATOUGH® DIFFUSED

5 mL BOTTLES:

- dōTERRA Balance®
- Lavender
- Melaleuca
- dōTERRA On Guard®
- AromaTouch
- Deep Blue®
- Wild Orange
- Peppermint

OTHER PRODUCTS:

- Fractionated Coconut Oil (4oz)
- Petal Diffuser
- Wellness Advocate Introductory Packet

60200547 \$150.00 100 PV

SAVE
\$37.00



FAMILY ESSENTIALS KIT AND BEADLETS

5 mL BOTTLES:

- Lavender, Lemon, Peppermint, Melaleuca, Oregano, Frankincense, Deep Blue®, dōTERRA Breathe®, DigestZen®, and dōTERRA On Guard®

OTHER PRODUCTS:

- Peppermint Beadlets
- dōTERRA On Guard® Beadlets
- Wellness Advocate Introductory Packet

60200540 \$150.00 110 PV

SAVE
\$79.05



CLEANSE & RESTORE

- dōTERRA Lifelong Vitality Pack®
- PB Assist®+
- GX Assist®
- Zendocrine® Softgels
- DigestZen TerraZyme®
- Lemon (15 mL)
- Zendocrine® Complex
- DDR Prime® Softgels
- Wellness Advocate Introductory Packet

60200541 \$245.00 175 PV

SAVE
\$99.00



FAMILY WELLNESS

10 mL BOTTLES:

- dōTERRA Cheer® Touch
- dōTERRA Peace® Touch
- dōTERRA Breathe® Touch
- dōTERRA Deep Blue® Touch
- dōTERRA DigestZen® Touch
- dōTERRA Frankincense Touch
- dōTERRA Lavender Touch
- dōTERRA Melaleuca Touch
- dōTERRA On Guard® Touch
- dōTERRA Peppermint Touch

OTHER PRODUCTS:

- dōTERRA Lifelong Vitality Pack®
- PB Assist® Jr
- dōTERRA a2z Chewable®
- Wellness Advocate Introductory Packet

60200542 \$275.00 225 PV

SAVE
\$86.25



HOME ESSENTIALS

- Frankincense
- Lavender
- Lemon
- Melaleuca
- Oregano
- Peppermint
- dōTERRA Breathe®
- DigestZen®
- dōTERRA OnGuard®
- Deep Blue® (5 mL)
- Petal Diffuser
- Wellness Advocate Introductory Packet

41180001 \$275.00 225 PV



NATURAL SOLUTIONS

10 mL BOTTLES:

- PastTense®

15 mL BOTTLES:

- Lavender
- Lemon
- Peppermint
- dōTERRA On Guard®
- Frankincense
- Melaleuca
- Wild Orange
- dōTERRA Balance®
- DigestZen®
- AromaTouch®
- dōTERRA Serenity®
- dōTERRA Breathe®

SAVE
\$220.00

+100
Product Credits
& start at 15%
rewards

dōTERRA ON GUARD® COLLECTION:

- Beadlets
- Toothpaste
- Hand Wash w/2 Dispensers

OTHER PRODUCTS:

- dōTERRA Lifelong Vitality Pack®
- DigestZen TerraZyme®
- Deep Blue® Rub
- Fractionated Coconut Oil (4 oz)
- Aroma Lite Diffuser
- Wooden Box
- dōTERRA Breathe® Vapor Stick
- Correct-X®
- PB Assist® +
- dōTERRA Salon Essentials® Protecting Shampoo
- dōTERRA Salon Essentials® Smoothing Conditioner
- Wellness Advocate Introductory Packet

60200543 \$550.00 400 PV



+100
Product Credits
& start at 15%
rewards

SAVE
\$253.00

OIL SHARING KIT

15 mL BOTTLES:

- dōTERRA Breathe® (3)
- AromaTouch® (2)
- dōTERRA Balance® (2)
- Wild Orange (2)
- Citrus Bliss® (1)
- dōTERRA Serenity® (1)
- Frankincense (2)
- dōTERRA On Guard® (3)
- Lemon (3)
- Lavender (3)
- DigestZen® (3)
- Peppermint (3)
- Oregano (1)
- Melaleuca (3)

5 mL BOTTLES:

- Deep Blue® (3)

10 mL BOTTLES:

- PastTense® (2)
- 5/8 Dram Sample Vials (72)
- Oil Cap Stickers (5 sheets)
- Black Keychain (8-vial)
- Aroma Lite Diffuser
- Fractionated Coconut Oil

60200544 \$800.00 700 PV



SAVE
\$46.00

EMOTIONAL AROMATHERAPY DIFFUSED

5 mL BOTTLES:

- dōTERRA Motivate®
- dōTERRA Cheer®
- dōTERRA Passion®
- dōTERRA Forgive®
- dōTERRA Console®
- dōTERRA Peace®

OTHER PRODUCTS:

- Petal Diffuser
- Wellness Advocate Introductory Kit

21310001 \$195.00 145 PV



SAVE
\$311.¹⁵

+200
Product Credits
& start at 20%
rewards

EVERY OIL KIT

ESSENTIAL OILS: (15 mL unless otherwise noted)

- Arborvitae (5 mL)
- Basil
- Bergamot
- Black Pepper (5 mL)
- Cardamom (5 mL)
- Cassia
- Cedarwood
- Cilantro
- Cinnamon Bark (5 mL)
- Clary Sage
- Clove
- Coriander
- Cypress
- Douglas Fir (5 mL)
- Eucalyptus
- Fennel
- Fractionated Coconut Oil (4 oz)
- Frankincense
- Geranium
- Ginger
- Grapefruit
- Helichrysum (5 mL)
- Juniper Berry (5 mL)
- Lavender
- Lemon
- Lemongrass
- Lime
- Marjoram
- Melaleuca
- Melissa (5 mL)
- Myrrh
- Oregano
- Patchouli
- Peppermint
- Petitgrain
- Roman Chamomile (5 mL)
- Rosemary
- Sandalwood (Hawaiian) (5 mL)
- Spearmint
- Spikenard (5 mL)
- Thyme
- Vetiver
- White Fir
- Wild Orange
- Wintergreen
- Ylang Ylang
- 5 mL)
- HD Clear® (10 mL)
- Immortelle (10 mL)
- InTune® (10 mL)
- dōTERRA On Guard®
- PastTense® (10 mL)
- Purify
- dōTERRA Serenity®
- Slim & Sassy®
- TerraShield®
- Whisper® (5 mL)
- Zendocrine®

ESSENTIAL OIL BLENDS: (15 mL unless otherwise noted)

- AromaTouch®
- dōTERRA Balance®
- dōTERRA Breathe®
- Citrus Bliss®
- ClaryCalm® (10 mL)
- Deep Blue® (5 mL)
- DigestZen®
- Elevation
- dōTERRA Emotional Aromatherapy® System (Six

BUSINESS TOOLS:

- Canvas Bag
- Aroma Lite Diffuser
- Wellness Advocate Introductory Packet

**60200545 \$1825.00
1425 PV**

SAVE
\$794.⁰⁰

+400
Product Credits
& start at 25%
rewards



DIAMOND KIT

Every Oil Kit Plus:

dōTERRA ON GUARD® COLLECTION:

- Beadlet
- Cleaner Concentrate
- Protecting Throat Drops
- Laundry Detergent
- Foaming Hand Wash w/2 dispensers
- Toothpaste
- dōTERRA On Guard® + Softgels

WELLNESS:

- dōTERRA Lifelong Vitality Pack®
- DDR Prime® Softgels

- Deep Blue Polyphenol Complex®
- DigestTab®
- Mito2Max®
- DigestZen® Softgels
- PB Assist®+
- GX Assist®
- DigestZen TerraZyme®
- Zendocrine® Complex
- TrimShake (Vanilla)
- TerraGreens®
- TriEase® Softgels
- dōTERRA Breathe® Vapor Stick
- dōTERRA Breathe® Respiratory Drops
- dōTERRA Serenity™ Restful Complex Softgels

dōTERRA Salon Essentials®:

- Protecting Shampoo
- Smoothing Conditioner
- Healthy Hold Glaze
- Root to Tip Serum

dōTERRA® SPA:

- Bath Bar
- Lip Balm-Tropical
- Lip Balm-Herbal
- Lip Balm-Original
- Hand & Body Lotion
- Body Butter
- Citrus Bliss Hand Lotion
- Mud Mask

PERSONAL CARE:

- Correct-X®

- Reveal Facial System
- Veráge® Skin Care Collection
- Deep Blue® Rub
- Peppermint Beadlet
- Natural Deodorant

ACCESSORIES:

- ½ Dram Sample Vials (12 vials)
- Wellness Advocate Introductory Packet

ESSENTIAL OIL KITS:

- Family Essentials Kit

**60200546 \$2,500.00
2,000 PV**

STEP 1 Choose an Enrollment Option

- Family Wellness**
• \$275.00 225 PV
- Home Essentials Kit**
• \$275.00 225 PV
- Cleanse & Restore Kit**
• \$245.00 175 PV
- AromaTouch Diffused**
• \$150.00 100 PV
- Family Essentials & Beadlets**
• \$150.00 110 PV

USE THE FAST TRACK PLANS TO START AT A HIGHER PERCENTAGE

Natural Solutions Kit
• Save \$220.00
• Cost \$550.00 400 PV

 Oil Sharing Kit
• Save \$253.00
• Cost \$800.00 700 PV

Every Oil Kit
• Save \$311.15
• Cost \$1825.00 1425 PV

Diamond Kit
• Save \$794.00
• Cost \$2,500 2000 PV

Wholesale Customer dōTERRA Introductory Packet
• \$35.00

Qty	Other Products

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

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

Total Savings and Product Credits

30%
+ 25%
= 55%

Shipping: Ship to address below Hold for pick up at Product Center

STEP 2 Monthly Loyalty Rewards Program (Optional)

Favorite LRP Selections*:

- Health Essentials:** LLV, DDR Prime®, Lemon, 125 PV
- Digestive:** LLV, GX Assist®, PB Assist®+, DigestZen TerraZyme®, Zendocrine® Softgels, 127.5 PV
- Women's Health:** Women's Health Kit, LLV, Serenity Bath Bar, 125 PV
- Children's Health:** a2z/iQ Mega® Pack, InTune®, dōTERRA On Guard®, Citrus Bliss®, Balance, 126.5 PV
- Skin Care:** Veráge™ Skin Care System, Hand and Body Lotion, Lavender, Melaleuca, Citrus Bliss® Invigorating Bath Bar, 129.5 PV
- Slim & Sassy® Trim Kit:** Four 15 mL bottles Slim & Sassy® Metabolic Blend, 1 Chocolate TrimShake, 1 Vanilla TrimShake, 125 PV

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 below Hold for pick up at Product Center

(Note: Your first Loyalty Rewards shipment will begin the month following your enrollment. Points will be redeemable 60 days following enrollment.)

STEP 3 Personal Information

Applicant Name	Shipping Address <input type="checkbox"/> Same as Billing Address
Co-Applciant Name (if applicable)	City, State, Zip
Email Address	Primary Phone
Billing Address	Mobile Phone
City, State, Zip	Date of Birth Co-Applciant Date of Birth
Enrolling Sponsor	Phone No. or Wellness Advocate No.
	Placement Sponsor (if different) Phone No. or Wellness Advocate No.

STEP 4 Acknowledge Terms on Back by Signing

I want to be a Wholesale Customer of dōTERRA International LLC. 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 Wholesale Customer Signup. I agree that I do not currently have an interest in any dōTERRA account. (This form can also be found at www.doterra.com)

Applicant Signature	Co-Applciant Signature	Date
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Credit card information must be submitted through online enrollment at www.mydoterra.com. Credit card information submitted will be stored through dōTERRA. Upon the approval of the order, credit card information should be removed and shredded from this form

Credit Card No	Verification Code	Expiration Date	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
Name as it appears on CC		Billing Zip Code	

<< Sign the Back

1. Membership: A Wholesale Customer Membership ("Membership") allows you to purchase dōTERRA products for personal use at dōTERRA wholesale prices. dōTERRA reserves the right to refuse Membership to any applicant.

2. Membership Fee and Renewal. A Membership fee of \$35.00 is for one 12-month period from the date of enrollment of the Member. Upon the expiration of the 12-month period, a \$25.00 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 the Company 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 the Company 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 5) 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 \$3.00 fee, for each 100 Product Credit redemption, by calling 1-800-411- 8151. 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 sell dōTERRA products purchased through the Membership.

6. Limitation of Liability. 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 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 dōTERRA and have remaining on hand.

7. Dispute Resolution. In the event of any dispute, claim, question, or disagreement arising from or relating to this Agreement, the parties shall first use their best efforts to settle the dispute. If the parties cannot resolve the dispute, all disputes, claims, questions, or differences shall be finally settled by binding arbitration administered in Provo, Utah, by the American Arbitration Association in accordance with the provisions of its Commercial Arbitration Rules. Any proceedings to resolve or litigate any dispute in any forum will be conducted solely on an individual basis. Neither Member nor Company will seek to have any dispute heard as a class action, private attorney general action, or in any other proceeding in which either party acts or proposes to act in a representative capacity. No arbitration or other

proceeding will be combined with another without the prior written consent of all parties to all affected arbitrations or proceedings. The parties consent to exclusive jurisdiction and venue before any federal court in Utah County, State of Utah, for purposes of enforcing an award by an arbitrator. This agreement to arbitrate shall survive any termination or expiration of the Membership.

8. Governing Law/Jurisdiction. Governing law shall be Utah state law. Members agree that, notwithstanding any statute of limitation to the contrary, any claim or action a Member may wish to bring against dōTERRA for any act or omission relating to the terms and conditions or Membership 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. The Member waives 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, and 11 of these terms and conditions, shall survive the termination of the Membership.

11. Data. If Member desires to use physical form to enroll, Member agrees to cutoff payment card information from physical form and shred payment card information prior to submitting physical form to dōTERRA. 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.

STEP 1 Choose an Enrollment Option

- Family Wellness**
• \$275.00 225 PV
- Home Essentials Kit**
• \$275.00 225 PV
- Cleanse & Restore Kit**
• \$245.00 175 PV
- AromaTouch Diffused**
• \$150.00 100 PV
- Family Essentials & Beadlets**
• \$150.00 110 PV

USE THE FAST TRACK PLANS TO START AT A HIGHER PERCENTAGE

Natural Solutions Kit
• Save \$220.00
• Cost \$550.00 400 PV

 Oil Sharing Kit
• Save \$253.00
• Cost \$800.00 700 PV

Every Oil Kit
• Save \$311.15
• Cost \$1,825.00 1425 PV

Diamond Kit
• Save \$794.00
• Cost \$2,500 2000 PV

Wellness Advocate Introductory Packet
• \$35.00

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 below Hold for pick up up at Product Center

STEP 2 Monthly Loyalty Rewards Program (Optional)

For personal consumption (not for resale)

Favorite LRP Selections*:

- Health Essentials:** LLV, DDR Prime®, Lemon, 125 PV
- Digestive:** LLV, GX Assist®, PB Assist®+, DigestZen TerraZyme®, Zendocrine® Softgels, 127.5 PV
- Women's Health:** Women's Health Kit, LLV, Serenity Bath Bar, 125 PV
- Children's Health:** a2z/IQ Mega® Pack, InTune®, dōTERRA On Guard®, Citrus Bliss®, Balance, 126.5 PV
- Skin Care:** Veràge™ Skin Care System, Hand and Body Lotion, Lavender, Melaleuca, Citrus Bliss® Invigorating Bath Bar, 129.5 PV
- Slim & Sassy® Trim Kit:** Four 15 mL bottles Slim & Sassy® Metabolic Blend, 1 Chocolate TrimShake, 1 Vanilla TrimShake, 125 PV

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 below Hold for pick up at Product Center

(Note: Your first Loyalty Rewards shipment will begin the month following your enrollment. Points will be redeemable 60 days following enrollment.)

STEP 3 Personal Information

<p>Applicant Name <input style="width: 95%;" type="text"/></p> <p>Co-Applicant Name (if applicable) <input style="width: 95%;" type="text"/></p> <p>Company Name (if applicable, requires business application addendum) <input style="width: 95%;" type="text"/></p> <p>Social Security No. or Tax ID No. (Needed for potential earnings) <input style="width: 95%;" type="text"/></p> <p>Billing Address <input style="width: 95%;" type="text"/></p> <p>City, State, Zip <input style="width: 95%;" type="text"/></p> <p>Enrolling Sponsor <input style="width: 45%;" type="text"/> Phone No. or Wellness Advocate No. <input style="width: 45%;" type="text"/></p>	<p>Shipping Address <input style="width: 95%;" type="text"/> <input type="checkbox"/> Same as Billing Address</p> <p>City, State, Zip <input style="width: 95%;" type="text"/></p> <p>Primary Phone <input style="width: 95%;" type="text"/></p> <p>Mobile Phone <input style="width: 95%;" type="text"/></p> <p>Email Address <input style="width: 95%;" type="text"/></p> <p>Date of Birth <input style="width: 45%;" type="text"/> Co-Applicant Date of Birth <input style="width: 45%;" type="text"/></p> <p>Placement Sponsor (if different) <input style="width: 45%;" type="text"/> Phone No. or Wellness Advocate No. <input style="width: 45%;" type="text"/></p>
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STEP 4 Acknowledge Terms on Back by Signing

I want to be a Wellness Advocate of dōTERRA International LLC. 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 have had such an interest, my application for this account does not violate dōTERRA policies. (This form can also be found at www.doterratools.com)

<input style="width: 95%;" type="text"/>	<input style="width: 95%;" type="text"/>	<input style="width: 95%;" type="text"/>
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Credit card information must be submitted through online enrollment at www.mydoterra.com. Credit card information submitted will be stored through dōTERRA. Upon the approval of the order, credit card information should be removed and shredded from this form.

<input style="width: 95%;" type="text"/>	<input style="width: 95%;" type="text"/>	<input style="width: 95%;" type="text"/>	<p>Would you like this card to remain on file with dōTERRA for future standard or LRP purchases?</p> <p><input type="checkbox"/> Yes <input type="checkbox"/> No</p>
<input style="width: 95%;" type="text"/>		<input style="width: 95%;" type="text"/>	

<< Sign the Back

1. **Obligations and Representations.** I understand that as a Wellness Advocate of dōTERRA International, LLC ("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, 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.

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 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.
8. **Limitation of Liability and Indemnification.** dōTERRA, its members, managers, directors, officers, shareholders, employees, assigns, and agents (collectively referred to 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 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.
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 or 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, 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 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.** If Member desires to use physical form to enroll, Member agrees to cutoff payment card information from physical form and shred payment card information prior to submitting physical form to dōTERRA. 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.

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Signature

