



# December 2018 PROMOTIONS

## HOW DO I EARN LRP AND SHIPPING REWARDS POINTS?

### POINTS

#### When do I earn points?

Points are earned on LRP orders of 50 PV or more

#### What is the difference between Points and Personal Volume (PV)?

PV (Personal Volume) and points are not the same thing. Each product is assigned PV. This PV is then used each month to qualify for product of the month and promotions among other things. You will earn a certain percentage of that PV back in reward points that can then be redeemed for free product.

#### How can I earn points?

Points are earned on LRP orders of 50 PV or more. Members can also earn points through the Shipping Rewards Program.

- Points are not transferable, have no cash value and are non-refundable.
- Points are added to your account between the 15th and 20th of the month following the order.
- Points expire 12 months after they are received.
- Members cannot buy an item using part points and part money. They must have enough points to fully cover an item to be able to receive it using points.
- Any items that are purchased using points are final sale. This means that products cannot be returned for a return of points or exchanged for a different product.
- There is a flat \$3 redemption fee added to any order that includes items being redeemed with points (this fee helps to cover processing and handling of the order)

### SHIPPING REWARDS PROGRAM

The shipping rewards program allows Wellness Advocates or Wholesale Customers to receive up to 100% of their qualifying order shipping costs back in credits which may be used towards future orders to purchase product. Essentially, you can qualify for FREE shipping every month when you place an online LRP order! Rewards are tiered as demonstrated in the table below;

Order Type/Method	% Earned in SRP Points
Online Standard Order (non-LRP)	50% of shipping in SRP Points
Loyalty Rewards (LRP) order through Member Services	50% of shipping in SRP Points
ONLINE LRP or ONLINE ENROLMENT ORDER	100% of shipping in SRP Points
Standard Orders through Member Services	No Shipping Rewards Points

#### I place multiple orders each month - will I qualify for shipping rewards points on each order?

Yes! Every order is evaluated separately, so provided you meet the above mentioned criteria, you may qualify for shipping points on multiple orders in a month

### LOYALTY REWARDS PROGRAM

#### What is the Loyalty Rewards Program (LRP)?

The doTERRA Loyalty Rewards Program (LRP) is a program that provides free product credits for monthly purchases ordered on the program. As a participant in the Loyalty Rewards Program, you will immediately begin to earn points that can be used as cash to purchase doTERRA products

#### How to create an LRP order?

It's easy! Simply log onto your online doTERRA account, click on the 'Shop' tab, and select the purple 'create a new LRP template' button on the right-hand side of the scheduled order dashboard. You can also contact our Member Services team, who will gladly assist you in setting this up for you.